Board of Trade Journal

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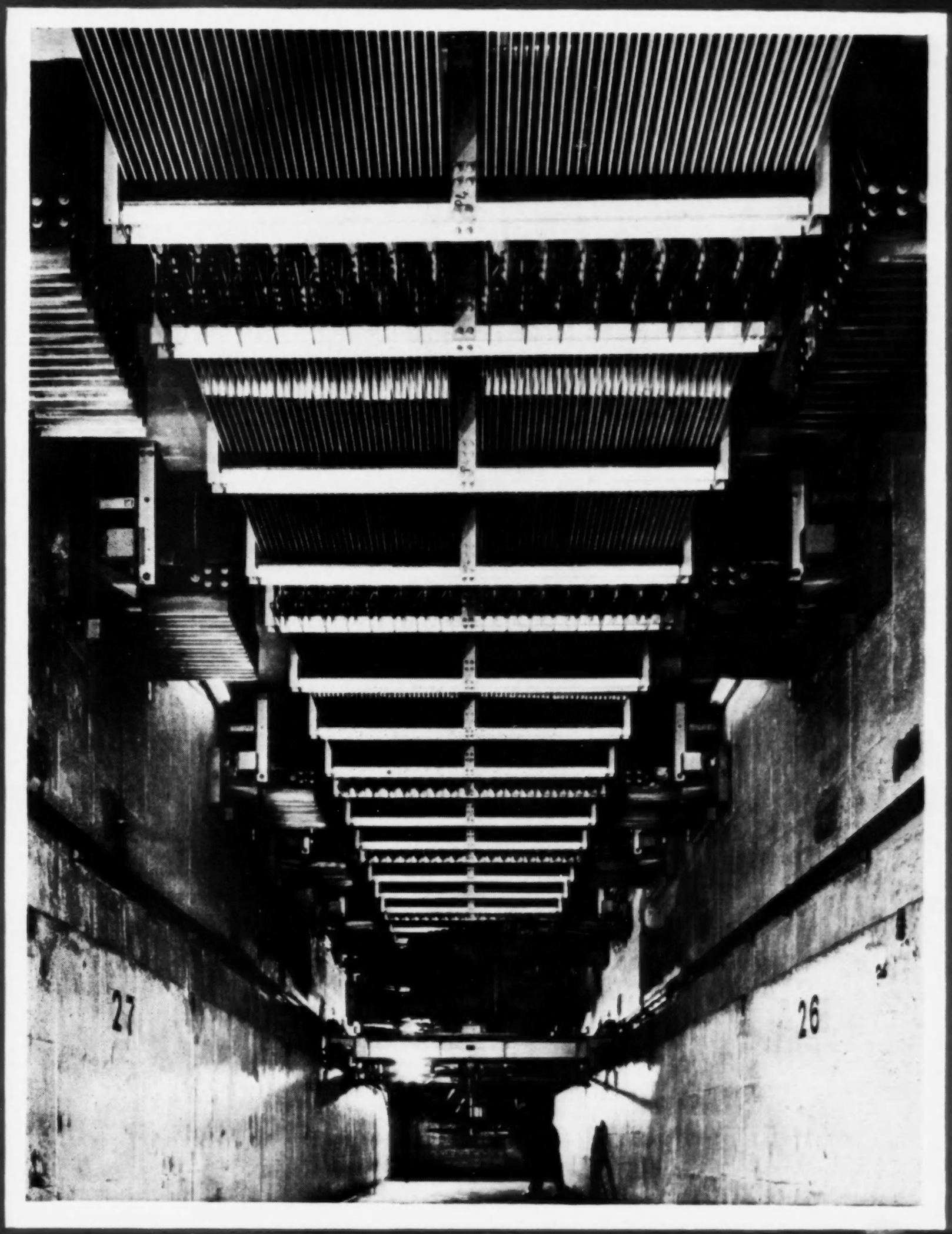

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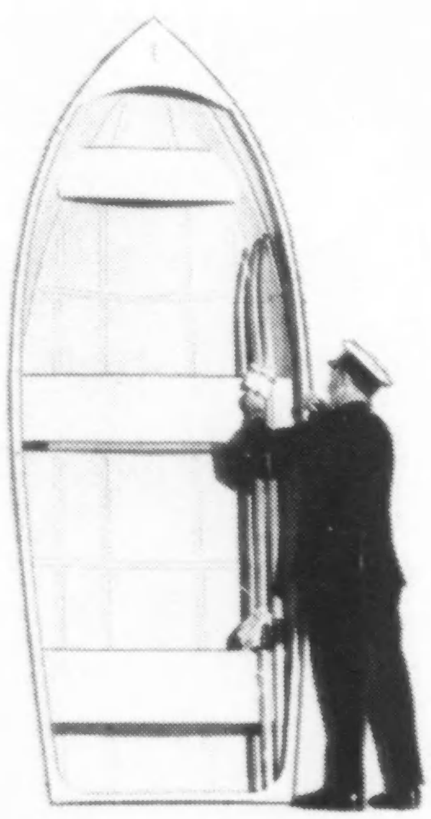

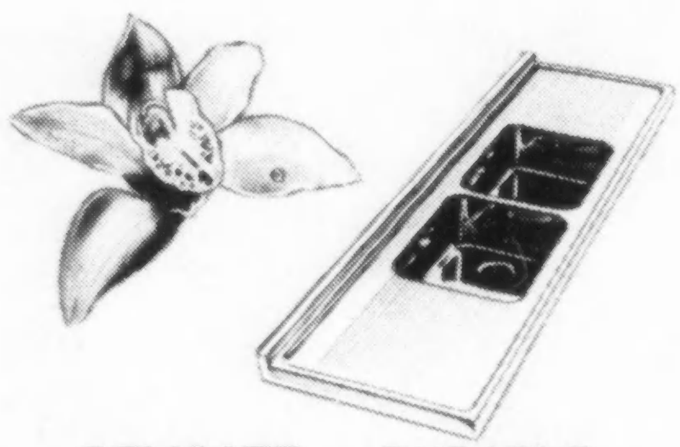

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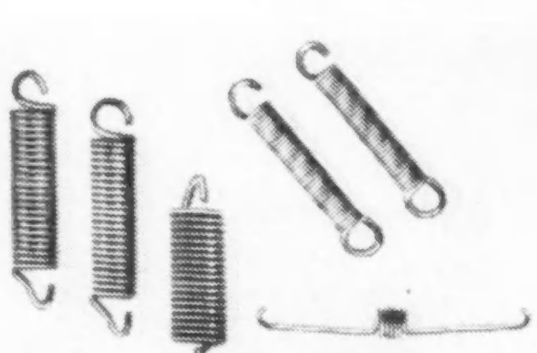

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Government's services for exporters – 5. The importance of personal overseas visits 379
Letters of appreciation 381
British firms announce export records in 1964 381
Committee for Exports to Australia 382
UK business group to visit Far East 382
Applications for temporary exemption from import duty . 382
Imports of butter from Norway 382
Summary of Import Licensing Regulations 382
FBI Industrial Trends Survey 382
Imports from China, 1965 383
Members of Shipbuilding Inquiry Committee: Committee invite representations 383
Address of Northampton Official Receiver 383
First List of goods exempted from Resale Prices Act . . 384
New Books 387
Parliamentary Answers 388
Mr. E. C. Redhead to visit South Yorkshire 389
Cotton Board invitation to Courtaulds, ICI and Viyella . . 389
EFTA bulletin for January-February 389
BoT advance factory at Hartlepools occupied 389
Kirkcaldy council to build advance factory 389
German firm to start production in NI 389

STATISTICS
The economy: selected indicators 390
United Kingdom trade in January 392
World trade and production in the third quarter of 1964 . . 397
Registrations of British and foreign films 399
Business Monitor: Production Series 399
Millionth Ulster-made telephone relay produced . . . 399
Turnover of the catering trades in December 400
Wholesale prices. Strong rise in output prices during 1964 . 401
British commercial representatives overseas . . . . **i-viii**
Wholesale price indices. Lower prices for materials in January 412
Production in the cotton industry 416
Output of the wool textile industry 416
Orders in the textile and clothing industries 417
Sales by wholesale textile houses 417
Government surplus sales by auction 418

EXHIBITIONS AND FAIRS
British firms' success in Brussels building exhibition . . 420
British toy displays at Nuremberg 420
Furniture Show becomes international 420
£5m. worth of trade from 'Enterprise Scotland, '64' . . 422
Changes in trade fairs and exhibitions announcements . . 422

OVERSEAS TRADE AND EXPORTS
Fishnet looms for the world's fishing industries . . . 424

TRADE AND FINANCIAL ARRANGEMENTS
Italy and East Germany. Italy and Hungary. Greece and Poland. Czechoslovakia and Poland. Morocco and Austria. Morocco and Algeria. India and East Germany. Denmark and Bulgaria 425
Information for exporters 426

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Algeria: Semi-state buying organization 433
Australia: Tariff Board Inquiry 439
Canada: Motor Vehicles Tariff Order 1965 and Tariff Regulations. 'Made in Canada' rulings 439
Chile: Reduction of customs duties 440
European Economic Community: EEC Rules of Competition block exemption of certain classes of agreement. Further translations of EEC Regulations 431
France: Import of goods from Britain under negotiated quotas 432
Ghana: Sales Tax 434
Indonesia: State trading enterprises 436
Irish Republic: Import quotas 432
Israel: Liberalization of imports 433
Jamaica: Import licensing arrangements 439
Malaysia (The States of Malaya): Pioneer industries ordinance, 1958 436
Malaysia (Singapore): Import control 436
New Zealand: Import licensing schedule 439
Niger, Republic of: Global import quotas 433
Portuguese East Africa (Mozambique): Liquidation of Indian assets 434
Rhodesia: Customs tariff changes. Suspension of duty. Double taxation relief between United Kingdom and Rhodesia . 435
South Vietnam: Import of motor-cycle parts 436
Tanzania: Customs tariff amendments. Import licensing arrangements 435
Venezuela: Customs tariff and import control 440
Hints to businessmen visiting the Irish Republic 431
Hints to businessmen visiting South Africa 434
Air parcel service to Ecuador 440
INDEX TO REGULAR STATISTICS 440

Front cover photograph

General view of main busbar installation in busbar chamber at Anglo Great Lakes Corporation Ltd., Newburn, showing furnace patrolman swinging in switch. For the electrical supply at this plant, which is one of the major sources of graphite suitable for use as a moderator in atomic piles, British Insulated Callender's Cables Ltd., designed and manufactured an extensive copper and aluminium alloy busbar system aggregating 9¼ miles in length, the conductor materials weighing 450 tons.

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*§‡ PRETORIA CASTLE	Mar. 30	Apr. 1	Apr. 15
† TRANSVAAL CASTLE	Apr. 6	Apr. 8	Apr. 22
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GOVERNMENT'S SERVICES FOR EXPORTERS — 5

The importance of personal overseas visits

by **B. W. Gordon, Consul (Commercial) Designate, New York. Mr. Gordon has served in other overseas Commercial posts including Paris, Lima, and Leopoldville.**

MANY A COMMERCIAL representative, on returning home from an overseas visit, must have asked himself if his visit had after all been really worth the time, inconvenience and expense. And there are probably many managing directors who are wrestling with the problem of whether or not to venture sending out a representative to check up on overseas markets. The answer to both these problems lies in the question 'Are you in fact getting as much of a particular market's potential as your production allows?'

An exporter is not doing justice either to his position or to his products, if, on the basis of unverified information, he thinks he is getting a satisfactory share of an overseas market or if he believes certain markets to be closed to his products simply because of reported trade restrictions. Comprehensive and accurate market information is a key factor to successful selling and in the majority of cases an exporter can only get such information from his resident overseas manager or from a well planned visit to a market by a suitable factory representative. There is a variety of official, financial and trade organizations existing to promote exports. These can provide an exporter with a great deal of basic market information about almost every country in the world. Many an exporter would be well repaid if he gave careful consideration to ensuring that he is in fact making the fullest use of such services, most of which are free.

But few of these organizations will be able to give technical advice about a market to the exporter or be able to suggest production adaptations to make a product more suitable for a particular market. They will seldom be able to give an exporter accurate details of a competitor's prices and volume of sales. Nor are they in a position to give an overseas distributor the occasional pep-talk which is sometimes so necessary and so rewarding. All these points, and others, can only be done adequately by a qualified visitor from the factory or the export house.

Trading with Australia
A 72 page illustrated supplement on Anglo-Australian trade will be published in the February 26 issue of the Board of Trade Journal.

Personal visits to assess overseas markets can be expensive. Visible expenditure on such visits can be estimated before starting out with reasonable accuracy, but more insidious is the invisible or unforeseeable expenditure which can turn many an apparently successful visit into a financially unrewarding one and which may, quite unjustifiably, militate against decisions to make succeeding visits. Only by the most careful planning and the fullest use of existing sources of information can precautions be taken to avoid such occurrences or to cater for them when drawing up an itinerary.

One of the organizations with a comprehensive service trained to give assistance to intending trade visitors is the Board of Trade

Implementing his own export policy, Mr. Brendan Whelan (extreme right in picture on the left), world sales director of Letraset, Limited, attended the Australian Letraset Sales Conference last November and collected orders for the Letraset staple product – Instant Lettering – worth £19,000. The orders were for scheduled deliveries covering the following three months. Picture on the right shows the first part of this order being loaded for despatch – just two weeks after the order was received at the Letraset factory in Waterloo Road, London. Seventy per cent of Letraset's total production is exported.

with its links in almost every country in the world through the commercial officers in the Diplomatic Service. As a first step such visitors can obtain a great deal of general market information on most products on request to the Board of Trade, including details of import tariffs and taxes, trade mark legislation, quotas, the import licensing procedure, capital development projects, the volume of imports and general economic information. In addition potential visitors to foreign countries can obtain from the Board of Trade copies of a most useful booklet in the 'Hints to Business Men' series which gives valuable information about numerous countries on clothing requirements, the industrial and financial structure of a country, hotel costs, tips, taxi fares, medical and visa requirements, advertising media, travel facilities, etc.

As a next step more specific information about a market can (and should) be obtained in advance by an intending trade visitor by writing direct to the overseas commercial officer in the embassy or consulate in the area to be visited.* The commercial officer can supply more detailed information about products, agents, trade trends, local preferences, regulations about commercial samples, methods practised locally for settling trade disputes, the extent and nature of competition from other countries and so on. Only in extreme and exceptional cases should an overseas officer be asked to make hotel or travel arrangements or arrange appointments for a visitor because too often in the past the visitor has been unable to keep his appointment and the officer's relations with his local contact have suffered accordingly.

Once all this preliminary information has been gathered and examined the intending visitor can then decide whether or not he should proceed with the projected visit. In certain countries, e.g. the United States, France, Germany, a wealth of commercial information can be obtained by simply corresponding with all the sources concerned. But even in these countries such trade information can generally only be complementary to an actual visit; it can seldom be a satisfactory substitute for one. Without actually visiting his overseas distributors, examining their stocks and showrooms, speaking to their sales staff, giving advice on technical problems and sorting out on the spot any misunderstandings can any exporter be truly satisfied that his agents are working on the exporter's behalf as effectively as they could be?

Sitting in his office in London or Manchester the exporter may like to think that he has the best available agent in a foreign market, that his relations with his agent are going smoothly and that he is keeping his agent up to the mark. But for most export lines, whether they be goods or services, there is no really satisfactory alternative to an actual visit to ensure that the agent is getting the fullest co-operation from the exporter, and, in return, is selling as much of the exporter's products on his local market as he can.

When travel arrangements for the visit have been completed the visitor should write to the appropriate overseas commercial officer (the Board of Trade can also arrange for this to be done) advising him of the date on which he would like to see him. It is generally unsatisfactory for all concerned when a visitor calls on a commercial officer without prior advice and expects him to have at his finger-tips all the answers to the problems which the visitor is investigating. Commercial officers are constantly engaged in compiling as much market information as possible about numerous commodities. But if the visitor wants to be certain of getting a comprehensive and accurate reply to all his queries he would be well advised to set them out clearly in a letter to the officer asking him to do his best to have the information ready for his personal visit. The information can then be discussed, analysed and put into perspective. By such means the commercial officer can have ready for his visitor a current report on his local agent (and on alternative agents if asked) together with an extract of the very latest relevant trade statistics, a list of competing agencies, a summary of market trends, names of local officials he should see or whatever the visitor may have specifically asked for.

The language question may be considered a deterrent to making visits to certain countries, but if advised in advance the commercial officer will be able in most cases to arrange for a local contact to assist the visitor as an interpreter. These, and many other, presumed difficulties can almost always be overcome, given determination and intelligent pre-planning, the essence to any successful visit to foreign markets. Do not make an overseas visit too long or arduous. Frequently a traveller is expected to cover far too many countries in one overseas tour, with the result that half-way through his tour he is exhausted and turns in confused and inadequate reports (he will also be correspondingly less enthusiastic to undertake succeeding visits). Select a compact group of markets, ensure that the company representative is well briefed on each one, allow him sufficient time in each place to deal thoroughly with it, and, when his report is received, see that all follow-up action is quickly and effectively taken. Personal overseas visits are valueless until intelligent and decisive action has been taken on the information and recommendations submitted by the traveller.

Mention should be made of the other facilities abroad that can be put at the disposal of British trade representatives. The commercial officer in all medium and large embassies and consulates will be working alongside his political and information colleagues who can be called in to give specialist advice and assistance in their fields to trade visitors. A reference about an impending trade visitor's arrival can be included in the information officer's local bulletins, or in some cases he can lay on TV or press coverage, film show facilities or photographers should the visitor require it and local circumstances be appropriate.

All these services, both at the Board of Trade in London and in our overseas missions, are at the disposal of trade visitors to help them make a success of their personal visits to foreign countries. In many cases such visits are necessary if an exporter's sales are to improve. These services to exporters and their trade representatives, if propertly used, will help towards ensuring that a trade representative's visit was in fact worth the time, inconvenience and expense.

In recognition of his flying 100,000 miles with BOAC, Mr. G. F. Cole (left), managing director of Vono Limited, Tipton, was presented with a certificate by the Birmingham District sales manager, Mr. Philip Inwood (right) recently. Mr. Cole, who is a member of the Export Council for Europe, has travelled extensively in Europe and the United States in addition to visiting Vono factories in New Zealand and Australia. A substantial part of Vono's production is exported to over 120 countries, and throughout the year other Vono executives spend much of their working time abroad, visiting every overseas territory at least once in every two years.

**A list of addresses appears on page viii of this issue.*

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help. A list of British commercial representatives appears on pages i-viii of this issue.

BERNE

I would like to thank you and your colleagues very much for your help and assistance while I was in Berne.

As I think I said to you at the time, this sort of co-operation is of tremendous value in getting overseas business started.

Associated Wine and Spirit Traders (Overseas) Ltd., London, S.W.1.

Very many thanks indeed for your most comprehensive report dated August 11.

We have decided that despite the very obvious and very strong competition we must proceed with the marketing of our product. We wonder, therefore, if you could possibly let us have a list of suitable importers.

Thank you in advance for this further assistance, and we would like to say how very pleased we are indeed with the report you have already sent us which, without intending any criticism of our embassies in other overseas countries, could well be displayed as a model report.

London Rubber Industries Ltd., London, E.4.

We would like to thank you very much indeed for your help, which has been invaluable and which must have impressed our Swiss customers, as it has done us, with the promptness and energy of the British Commercial Service abroad.

Marks & Spencer Ltd., London, W.1.

SYDNEY

May I say how nice it is when coming to a new country to find someone like yourself who is so helpful and friendly to strangers. Naturally I am sorry that most of your hard work on our behalf was somewhat in vain, but I am, nevertheless, extremely grateful to you for trying so hard. Perhaps one day something may turn up which will make all your efforts seem a little more rewarding.

HPC Engineering Ltd., Burgess Hill, Sussex.

SAIGON

Please accept my thanks for your letter and for your kind efforts to find a suitable firm to represent us in South Vietnam.

The Furmoto Chemical Co., Ltd., London, S.W.9.

Very many thanks for your letter giving me the answer to my queries on market survey which you have obtained from the Director General of Posts & Telecommunications.

We are now studying the very useful information contained in your letter, which is very much appreciated.

Telephone Manufacturing Co. Ltd., Orpington, Kent.

TAMSUI FORMOSA

I have now received Jack Webber's report following his recent visit to Taiwan, and this is just a quick line to inform you that I am writing to confirm the appointment of — as our exclusive agents. I am more than satisfied with the type of organization that they are, and I am confident that the future of Handy Angle is secure in their hands.

Handy Angle Ltd., Hayes End, Middlesex.

UNITED STATES

During the month of November I visited various companies in America with reference to sales of our various products.

I should like to express my appreciation of the help given to me during that trip by the Board of Trade, and the various Embassy staffs who were so helpful.

Combined Optical Industries Ltd., Slough

British firms announce export records in 1964

SEVERAL BRITISH trade associations and companies reported outstanding export figures for 1964. **Imperial Chemical Industries Ltd.** announced that the f.o.b. value of their exports from the United Kingdom for 1964 reached the record figure of £128.6 million, an increase of £13.8 million or 12 per cent on the 1963 figure of £114.8 million. In the past two years ICI's exports have increased by £27.8 million, or 27½ per cent. These figures, which relate only to the exports of the company itself and of its United Kingdom subsidiaries, do not include the exports of British Nylon Spinners, which became a wholly owned ICI subsidiary on August 1, 1964.

In addition, ICI companies overseas sold as direct exports from the United Kingdom goods worth about £6½ million in 1964 for some 150 other British companies for whom they act as selling agents. They also handled sales exceeding £7 million on behalf of British companies manufacturing in the Commonwealth.

Figures issued by the **Domestic Refrigeration Development Committee** show that deliveries of domestic refrigerators in December 1964 to the export trade were 11,944, an increase of 22 per cent on December 1963 (9,766). The total of export deliveries for the 12 months of 1964 was 157,929. This is an increase of 12.5 per cent over 1963 (140,358), and is considerably the highest total achieved by the industry in the export market.

Exports of general rubber goods reached a total of more than £33⅓ million in 1964, according to the **Federation of British Rubber and Allied Manufacturers.** This is 9 per cent higher than in 1963 and almost exactly double the figure for 1956. Heading the list of successful items were industrial gloves, with exports in 1964 more than 30 per cent above the 1963 level; high-pressure hose, 28 per cent up; medical and surgical products, 20 per cent; transmission belting (including round and vee-belts), 20 per cent; and proofed fabrics, 15 per cent.

Mr. Stanley Steward, director of the **British Electrical and Allied Manufacturers' Association,** at the annual dinner of Ipswich and District Electrical Association recently, said that whilst the Commonwealth remained the most important market for electrical goods, the fastest growing market was undoubtedly in Europe. Notwithstanding tariffs and other trade barriers, British electrical sales to the Common Market rose by 6½ per cent last year. Even more striking, sales to EFTA increased by 25 per cent, bringing the combined total of British electrical exports to Europe to £100 million.

The export sales of **James Neill & Company (Sheffield) Limited** reached a record level in 1964. Accounting for 44 per cent of the company's total sales, they exceeded the 1963 figure by 22 per cent. The company manufacture **Eclipse** tools and magnets, and sell to 118 different overseas markets.

Sales to Common Market countries showed an increase of 30 per cent and accounted for 19 per cent of total export sales. New records were achieved in Germany, Holland and Belgium.

Ruston & Hornsby Ltd., Lincoln, announce that in 1964 exports of their major products, diesel engines, gas turbines and locomotives, increased by 17.5 per cent. This company has tradition-

(*Continued at foot of next page*)

PRAISE FOR EXPORTERS

In winding up a debate on exports and Government policy in the House of Lords on February 11, Lord Rhodes, Parliamentary Secretary, Board of Trade, said:

'Large numbers of British companies are doing a highly efficient job in selling to world markets – and I mean that. I believe that a British firm at its best has no peer in the realm of export selling. There are firms who are making first-class products who have not fully assessed their products in the export field. May I urge the chief executive of every medium-sized firm to ask himself these questions? What percentage of his advertising budget is spent overseas? What percentage of his sales force is employed seeking overseas markets? What is his pricing policy on export business, and how does he assess his own prospects for making an export contribution?'

The debate is reported in the House of Lords Hansard cols. 274-384.

Committee for Exports to Australia

THE MEMBERSHIP of the new Committee for Exports to Australia was recently announced. The Committee, which is one of the Area Committees of the Commonwealth Exports Council, is concerned with the general promotion of British exports to Australia. The Committee will not provide export services to individual companies. Its membership is as follows:

Chairman: C. R. Wheeler, chairman, Associated Electrical Industries Ltd.. Committee members: Mr. A. P. H. Aitken, director, Stone-Platt Industries; Major D. A. Blair, director, The Distillers Co. Ltd.; Mr. E. W. Brain, chairman and managing director, Coalport China Ltd.; Mr. D. Carter, Under-Secretary, Board of Trade; Ltd.-Col. C. P. Dawnay, chairman, Dalgety & NZL Ltd.; Mr. R. H. Gane, director, George Wimpey & Co. Ltd.; Mr. J. Douglas Hood, chairman and managing director, Wilson & Glenny Ltd.; Mr. Ian W. Lawson, chairman and managing director, James Templeton & Co.; Mr. Geoffrey Le Hare, deputy managing director, Critall Manufacturing Co. Ltd.; Mr. R. P. Philips, chairman and managing director, Wm. Ridgway & Sons Ltd.; Mr. Eric Turner, chairman, Birmingham Small Arms Ltd.; and Mr. A. Trevor Webster, director, The Leyland Motor Corporation Ltd.

UK business group to visit Far East

FINAL ARRANGEMENTS have now been completed for the London and Birmingham Chambers of Commerce business group to visit Japan, Hong Kong, Thailand and Philippines in February to April.

The group will work in a similar way to the very successful group which visited Japan and Hong Kong in 1963, and which returned with substantial orders. The objectives are to book business and to open up new possibilities for the future. Experience has proved that this kind of arrangement ensures wider business contacts, a better appreciation of opportunities in the overseas territory and the best possible use of a member's time – whether or not he has earlier knowledge of the territory. Chambers of Commerce and British commercial posts overseas co-operate in preparing an effective programme for each member.

The four territories have been chosen because of their increased trade potential. British sales to Japan in 1964 increased by 13.7 per cent. Trade with Hong Kong could, in the opinion of the two Chambers, be improved by more close and personal attention to the market. Thailand is prosperous and expanding and the 9 per cent of the market which Britain already enjoys could undoubtedly be increased. As traditional trade ties between the Philippines and the United States loosen, investment and trade links are being sought with other countries and Britain is seen in a very friendly light.

EXPORT RECORDS, *continued*

ally exported a high proportion of its output, and in the constant search for new outlets Ruston executives flew over half a million miles and visited 97 different countries. Actual despatches were made to 86 countries, indicating a satisfactory degree of success.

At the annual general meeting of the **British Cycle & Motor Cycle Industries Association Ltd.,** the president, Mr. H. Geoffrey Jones (joint managing director of the Villiers Engineering Co. Ltd., of Wolverhampton) said: 'I am sure we all appreciate the present high national emphasis on the vital importance of exports, and it is an inspiring fact that the British bicycle industry figures amongst the small but select list of British industries which lead the world.

'It is still by far the largest exporter of bicycles in the world, exporting nearly 70 per cent of its output to more than 100 markets.

'The world's second largest exporter of bicycles is Japan, which exports barely 6 per cent of its output and less than one-quarter of the number of bicycles sent overseas by Britain, so that you will see we stand head and shoulders above other countries so far as bicycles are concerned.

'On the motorized side of the industry we cannot claim to be the largest in the world, but we are certainly the greatest producers of the larger types of machines, and our export record is very impressive, showing a steady rise from £5½ million in 1962 – to £6 million in 1963, and to well over £7 million in 1964.'

Initiative shown by **The Thrissell Engineering Company Limited,** of Bristol, which had resulted in exports being increased from about 28 per cent of the 1959 sales turnover to more than 64 per cent last year was praised by Mr. Edward Redhead, Minister of State (Overseas) Board of Trade, during a visit to the Thrissell works on February 9. At the end of an extensive tour of the works the Minister commented: 'The company shows a very high evidence of drive and initiative.'

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 5, 1965.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.23	(—) - 2 - Amino - 1 - p-nitrophenylpropane - 1: 3-diol.	1 - 1 - p - Nitrophenyl - 2 - amino - 1: 3 - propanediol.	December 31, 1965	6665
29.31	Fenticlor . . .	2:2 Thiobis 4 chlorophenol	December 31, 1965	6615
39.01	Poly [2 : 2 - di - (*p* - hydroxyphenol) propane carbonate] moulding compounds, containing glass fibres which amount to not less than 25 per cent by weight of the product and not more than 45 per cent by weight of the product.	Makrolon polycarbonate, glass fibre filled.	December 31, 1965	6643
39.01	Poly [2 : 2 - di - (*p* - hydroxyphenyl) propane carbonate], uncompounded, or compounded with other materials which do not exceed 3 per cent by weight of the product.	Makrolon moulding compounds.	December 31, 1965	6579

Imports of butter from Norway

THE BOARD OF TRADE announce that authority has now been issued for the import of 1,100 tons of butter from Norway up to March 31, 1965.

Note: Quotas for the year ending March 31, 1965, were announced on February 28, 1964, and total 420,000 tons. It was stated at the time that additional supplies which might amount to 20,000 tons in the first half of the quota year were also required. About 23,000 tons of butter additional to quota supplies were imported from quota holders up to the end of December. Approximately 23,000 tons were also licensed for delivery from North America between July and November.

The basic allocation for imports from Norway is 1,830 tons.

Summary of Import Licensing Regulations

THE Board of Trade, in Notice to Importers No. 1100, have published a Summary of Import Licensing Regulations currently in force, including all changes incorporated in the revised Open General Import Licence which took effect on January 1, 1965.

Importers who have not already received a copy may obtain one from the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

FBI Industrial Trends Survey

REPLIES to the Federation of British Industries' 22nd Industrial Trends Survey, carried out at the end of January, suggested that the high level of manufacturing activity had been maintained. Forty per cent of the 1,067 replies said that their output had increased, while only 10 per cent said it had decreased.

Similarly, 40 per cent of the 804 replies to the export section of the survey indicated increased export deliveries, while 10 per cent showed falls.

Imports from China, 1965

NOTICE TO IMPORTERS No. 1098, issued by the Board of Trade on February 18, gives further information about the licensing arrangements for imports from China in 1965. A preliminary announcement about these imports was published in Notice No. 1081 dated September 29, 1964.

In the present Notice, Annex B lists all the quotas so far established for the current calendar year, excluding only those for certain cotton, linen and man-made fibre manufactures and silk piece-goods which were covered by Notice No. 1091 dated December 22, 1964.

In addition to a number of increases over the 1964 levels, tentative provision has on this occasion been made for watches which, it is understood, may for the first time become available from China. Applications will be considered from importers if supported by evidence of firm offers from the appropriate Chinese authorities including, *inter alia*, ability to deliver during 1965, but until experience has been gained on importation prospects, it may be necessary to modify the normal first-come, first-served basis for the making of reservations against this quota.

Open individual licences will continue to be issued for eggs and egg products and licences to the full value requested will be granted for the goods listed in Annex A.

Applications for licences in respect of the remaining items will be considered on the basis of evidence of firm offers by the Chinese export corporations and subsequent acceptance by the applicant. As licences will not be issued in excess of quotas and many of these are already approaching exhaustion (particularly those marked with an asterisk), applicants are advised to ascertain whether a portion of the quota can be reserved on their behalf before concluding contracts. Inquiries should be addressed to Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

ANNEX A

Goods for which Licences will be issued on application to the full value requested

Menthol crystals.
Sea grass manufactures (excluding artificial flowers, fruit or foliage).
Certain ivory manufactures and lacquerware not elsewhere specified.
Canned oranges (including clementines, mandarins and tangerines).
Nuts in shell or shelled.
Preserved ginger.
Millet.
Chinese food specialities, not elsewhere specified, including the following:
- Soup powder.
- Noodles.
- Oyster sauce.
- Chilli sauce.
- Fried rice.
- Soya sauce.
- Rice sticks.
- Gourmet powder.
- Spiced bran dough.
- Water chestnuts.
- Bamboo shoots.

Embroidered linen handkerchiefs.

ANNEX B

Quotas for imports from China during 1965

(*Excluding textile manufactures covered by Notice to Importers No.* 1091)

	Value £'000
FOOD	
Butter	100 (a)
Fish:	
*Fresh, frozen or preserved, *other than* packed in airtight containers	300
Packed in airtight containers	25
Caviare and other fish roes, and fish paste	25
Fruit:	
Canned pineapple	150
Canned fruit (*other than* oranges, pineapples, strawberries, raspberries, plums and Chinese specialities), of which not more than £5,000 for canned apples	100
Fruit, dried	25
Fruit juice	25
Meat and meat products, frozen or in airtight containers:	
*Rabbit, frozen	500
Poultry	150
*Canned pigmeat, including ham	275
Other	50
Milk, processed	25
Vegetables, canned or dried, *other than* Chinese specialities, cauliflowers and onions in brine, and canned tomatoes	50
Vegetables and fruit, frozen, *other than* peas, strawberries and raspberries	25
TEXTILES AND APPAREL	
Carpets, hand knotted	750
Cotton bath mats	25
Footwear	100
*Gloves of all kinds	150
Headgear (including hat bodies, hoods and shapes) not made wholly or partly of wool or felt	655
Silk apparel, *other than* gloves, stockings, socks and headgear	80
Silk manufactures *other than* apparel, yarns and piece-goods	20
Silk yarns	25
Woollen knitwear *other than* gloves, stockings and socks	35
*Woollen piece-goods	15
Other commodities	
Artificial flowers, fruit and foliage	25
Basketware of cane, wicker or willow	20
*Basketware (*other than* of cane, wicker or willow) and manufactures of raffia and straw	750
Brushes of all kinds	100
Buttons	25
Chemicals and pharmaceuticals (subject to type):	
*Chemicals	250
Pharmaceuticals	150
*Clocks	50
Cutlery	25
*Enamelware	10
Fancy goods other than artificial flowers, fruit and foliage, pottery, silk manufactures, jewellery and toys	250
Furniture	250
*Glassware (table)	65
Hardware (nuts, bolts, padlocks, etc.)	100
*Hurricane lamps	5
Jewellery, including imitation jewellery	50
Leather (subject to type)	100
Leather goods, *other than* footwear, gloves and sports goods	100
Mirrors	25
Musical instruments, subject to type	120
*Playing cards	25
*Pottery, of which not more than £90,000 for ornamental pottery	120
Scientific instruments	35
*Sewing machines	30
Sports goods, toys and games:	
Sports goods	40
*Toys and games, *other than* playing cards	230
Stationery:	
Artists' materials *other than* brushes, pencils and crayons	25
*Pencils and crayons	15
Other stationery requisites and paper manufactures, subject to type	100
Tyres and tubes	10
Vacuum flasks	25
Watches	10
Woodware, domestic, *other than* furniture	30

(a) Quota year runs from April 1, 1964 to March 31, 1965.

Members of Shipbuilding Inquiry Committee

THE NAMES of the members who have agreed to serve on the Shipbuilding Inquiry Committee were announced by Mr. Douglas Jay, President of the Board of Trade, in the House of Commons on February 12.

They are: Mr. A. G. B. Burney, OBE, partner, Binder Hamlyn & Co.; Mr. D. K. Fraser, MIMechE, managing director, the G. A. Harvey Group of Companies; Professor M. J. Lighthill, FRS, Royal Society Research Professor, Imperial College of Science and Technology; Mr. Bowman Scott, MBE, managing director, Seltronic Group Ltd., and an independent industrial consultant; Mr. Charles Smith, JP, general secretary, Post Office Engineering Union; and Professor Thomas Wilson, OBE, Professor of Political Economy, University of Glasgow.

Committee invite representations

Following the first meeting of the Shipbuilding Inquiry Committee on February 16, the following statement was issued: 'The Committee held its first meeting on February 16. We shall be glad to receive information or representations relevant to our inquiries. We would ask for this to be submitted in the first place in writing in 12 copies addressed to the Secretary, Mr. V. I. Chapman, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3596 and the Assistant Secretary, Mr. A. J. Suich at the same address, on Ext. 2090).

'It would be convenient if such evidence or representation could be submitted under one or more of the following headings:

The market for British-built ships, including their size and character.

Factors affecting the competitiveness of the British shipbuilding industry.

Ways in which the production of main engines could be made more economic.

Other matters affecting the competitiveness of the shipbuilding industry.

'It would also be convenient if persons intending to submit such evidence would let the Secretaries know in advance of their intention and when they would expect to be able to submit it.

'We appreciate that much of the evidence which will be put before us will be of a confidential nature and provided that this is clearly indicated when evidence is submitted, we will take this into account when preparing our report. However, we shall reserve to ourselves a general right (to be exercised as we think fit) to publish any evidence, written or oral, that is laid before us; in the absence of any indication to the contrary, we shall assume that those making submissions to us recognise and accept this possibility.

'The Committee will decide whether they wish to invite oral evidence having studied the documents they have received. The Committee's meetings will be private.'

Address of Northampton Official Receiver

THE ADDRESS of the Official Receiver in Bankruptcy, Northampton, will be changed on March 4 from 15 Guildhall Road, Northampton, to 6 Cheyne Walk, Northampton. The telephone number will remain unchanged as Northampton 37288.

First list of goods exempted from Resale Prices Act

List No. 1 of classes of registered goods

THE REGISTRAR of Restrictive Trading Agreements has made the first list of classes of goods of which particulars are entered in the register kept by him under Section 6 of the Resale Prices Act, 1964. The list is being published in full in the London, Edinburgh and Belfast Gazettes. The purpose of these lists is to define the goods which will be excluded from the general ban on the maintenance of minimum resale prices (when that comes into effect) until the Restrictive Practices Court has decided whether or not they are to be exempted goods for the purposes of the Act. This first list contains most of the classes of goods which appear likely to be of general interest.

Opening of the register

The register of goods kept under Section 6 of the Resale Prices Act, 1964, is open for inspection by the public from 10a.m.-4.30p.m. daily (except on Saturdays, Sundays and certain holidays) at the Office of the Registrar in Chancery House, Chancery Lane, London, W.C.2, on payment of a fee of 1s. a day. The register contains particulars of the goods of which notices were duly given to the Registrar for the purposes of claiming exemption from the general ban on the maintenance of minimum resale prices and the names of the persons giving the notices.

About 700 notices were given, more than half of them during the last week of the three-month period allowed by the Act for the purpose. About 550 of these have so far been registered. In some cases numerous notices were given in respect of the same or overlapping descriptions of goods – more than 100 relate to wines and/or spirits.

First cases to be referred to the Restrictive Practices Court

It is now possible to determine which classes of goods should first be referred to the Restrictive Practices Court for the Court to decide whether or not they are to be exempted from the general ban on the maintenance of minimum resale prices. The Registrar considers it desirable that the first cases should cover a variety of goods such as may be expected to provide guidance in relation to further cases. Within the next few weeks, subject to any direction he may receive from the Board of Trade, the Registrar proposes to start cases relating to confectionery, wines and spirits, fruit squashes, footwear, watches and clocks, domestic and office furniture, domestic glassware, radio and television sets and gramophones, perambulators, toys and games, cosmetics and toilet requisites, typewriters, stationery, compound fertilizers.

Note: It is proposed to issue a further list of Exempted Goods by the end of March. (See Parliamentary Question 'Products exempt under Resale Prices Act', page 388 of this issue.

LIST No. 1 OF CLASSES OF GOODS OF WHICH PARTICULARS ARE ENTERED IN THE REGISTER

THE REGISTER of Restrictive Trading Agreements in pursuance of Sub-section (4) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods of which particulars are entered in the register kept by him under that section:

Column 1	Column 2 Brussels Nomenclature
Prepared foods for infants, invalids or diabetics	04.02
	19.02
	21.07
Lavender plants	06.02
Flower, vegetable and grass seeds of a kind used for sowing and supplied in branded packs	07.05
Dried lavender	12.03
Sugar confectionery, not containing cocoa	12.07
Chocolate, chocolate goods and sugar confectionery containing cocoa in any proportion (but excluding cocoa powder, chocolate granules and powder, chocolate spreads)	17.04
Packs primarily of sugar confectionery and/or chocolate of headings 17.04 or 18.06 but including another article capable of having an independent use and falling within another heading of the Brussels Nomenclature	18.06
Malt extract, whether or not mixed with cod liver oil	—
	19.01
	21.07
Chocolate-coated biscuits or wafers in the form of bars or blocks individually wrapped	19.08
Fruit juices (excluding grape must), whether or not containing added sugar, but unfermented and not containing spirit	20.07
Waters, including spa waters and aerated waters	22.01
Non-alcoholic cordials and black beer	22.02
Wine of fresh grapes (including vermouths and other wines flavoured with aromatic extracts)	22.05
	22.06
Cider and perry	22.07
Wines obtained by fermentation other than of fresh grapes; black beer (including black beer blended with wine)	22.07
Spirits; liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages and in packings for retail sale	22.09
Manufactured tobacco (including cigars, cigarettes and snuff) excluding cigars and cheroots of a weight exceeding 7½oz. per hundred	24.02
Portland cement to British Standard Specifications Nos. 12, 146 and 1370	25.23
Animal substances prepared for therapeutic, prophylactic or diagnostic use	30.01
Antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products	30.02
Medicaments (including veterinary medicaments)	30.03
Wadding, gauze, bandages, and similar articles (including dressings, adhesive plasters and poultices), impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes	30.04
Compound fertilizers in branded packs	31.05
Rust-Oleum rust preventive and protective coatings	32.09
Perfumery, cosmetics and toilet preparations	33.06
Toilet soap, shaving soap and medicated soap	34.01
Packs primarily of perfumery, cosmetics, toilet preparations and/or soap of headings 33.06 and 34.01 but including another article capable of having an independent use and falling within another heading of the Brussels Nomenclature	—
Plates of glass or other material and film – photographic (including cinematographic), sensitized, unexposed	37.01
	37.02
Paper, paperboard and cloth –-photographic, sensitized, unexposed	37.03
Chemical products and flash light materials of a kind and in a form suitable for use in photography	37.08
Articles (excluding lighting fittings and shades) of artificial resins and plastic materials	
Electric lamps and lighting fittings; parts thereof (other than shades, switches, plugs, lamp holders, filament lamps and discharge lamps)	39.07
	40.14
	40.16
	44.27
	48.21
	68.02
	68.10
	68.11
	69.13
	70.14
	71.13
	83.07
	85.22
Shades, reflectors and diffusers for electric lamps and lighting fittings	39.07
	44.27
	46.03
	48.21
	62.02
	69.13
	70.14
	83.07
Wood surrounds for use with steel windows	44.23
Carbon and other copying papers (including duplicator stencils) and transfer papers – cut to size, whether or not put up in boxes	48.13
Letter paper. writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery	48.14
	48.15
Diaries	48.18

Column 1	Column 2 Brussels Nomenclature
Registers, exercise books, note books, memorandum blocks, order books, receipt books, binders (loose-leaf or other), file covers and other stationery of paper or paperboard; albums and book covers, of paper or paperboard	48.18
Paper or paperboard labels, whether or not printed or gummed	48.19
Printed books, booklets, brochures, pamphlets and leaflets	49.01
Periodicals, whether or not illustrated	49.02
Children's picture books and painting books	49.03
Maps (including atlases, wall maps and topographical plans) printed	49.05
Fine art reproductions and mural pictures printed on paper	49.11
Knitting yarns of wool, hair, man-made fibre or any mixture thereof, put up for retail sale	53.10 56.06
Stockings, under stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized	60.03
Men's and boys' under garments (including collars, shirt fronts and cuffs), in the case of knitted or crocheted garments not elastic nor rubberized	60.04 61.03
Women's, girls' and infants' under garments, in the case of knitted or crocheted garments not elastic nor rubberized	60.04 61.04
Men's and boys' outer garments, in the case of knitted or crocheted garments not elastic nor rubberized	60.05 61.01
Women's, girls' and infants' outer garments, in the case of knitted or crocheted garments not elastic nor rubberized	60.05 61.02
Ties and bow ties, knitted or woven	60.05 61.07
Travelling rugs and blankets (excluding electric blankets), knitted or woven	60.05 62.01
Handkerchiefs	61.05
Corsets, corset-belts, suspender-belts, brassieres and the like (excluding surgical articles) whether or not elastic	61.09
Surgical belts, brassieres and appliances; parts thereof classified under any heading of the Brussels Nomenclature	61.09
Electric blankets	62.01
Bed linen, table linen, toilet linen and kitchen linen	62.02
Footwear with outer soles of leather, composition leather, rubber or artificial plastic material	64.01 64.02
Glass mirrors (excluding rear-view mirrors), unframed, framed or backed	70.09
Glassware of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses	70.13
Tableware of sterling silver	71.13
Imitation jewellery	71.16
Windows (including french windows) of steel; parts and accessories therefor	73.21
Articles for kitchen or table use and parts of such articles, of iron or steel, copper or aluminium	73.38 74.18 76.15
Knives with cutting blades, serrated or not (including pruning knives)	82.09
Spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware	82.14
Locks and padlocks (key or combination) or base metal: keys for the foregoing articles, finished or not, of base metal	83.01
Safes, strong-boxes, strong-room doors, cash and deed boxes, of base metal	83.03
Filing cabinets, racks, sorting boxes, paper trays, paper rests and similar office equipment – of base metal, not designed to stand on the floor	83.04
Crown corks	83.13
Compressed air motors; spare and replacement parts, therefore classified under any heading of the Brussels Nomenclature	84.08
Pneumatic tools (including pumps) designed for industrial use, mining or civil engineering, and accessories therefor; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	84.10 84.21 84.45 84.48 84.49
Portable and semi-portable air compressors driven or capable of being driven by a prime mover; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	84.11
Domestic electric refrigerators and deep freezers; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	84.15
Weighing machinery (excluding balances of a sensitivity of five centigrammes or better), including weight-operated counting and checking machines; weighing machine weights of all kinds	84.20
Lifting, loading or unloading machinery, the following: – Portable jib cranes Travelling trolleys manually and power operated Power operated chain hoists (suspension and travelling type) Power operated wire rope hoists blocks (suspension and travelling type) Power operated chain blocks Lever pull-hoists Chain and wire rope wall hoists Lifting trucks manually operated Pneumatic hoists and winches; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	84.22
Lawn mowers (including rotary grass cutters)	84.25
Hand-operated domestic knitting machines	84.37
Sewing machines; furniture specially designed for sewing machines; sewing machine needles	84.41
Typewriters (including automatic typewriters with tape punches), other than typewriters incorporating calculating mechanisms; automatic push-button paragraph selectors	84.51 84.55
Calculating machines; accounting machines and cash registers incorporating a calculating device	84.52
Hectograph and stencil duplicating machines	84.54
Primary dry batteries	85.03
Shavers, with self-contained electric motor; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	85.07
Electric space heating and soil heating apparatus; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	85.12
Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers	85.14
Radio-broadcasting and television receivers (including those incorporating gramophones)	85.15
Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); electrically ignited photographic flashbulbs	85.20
Arc-lamp carbons	85.24
Car safety belts and harness	87.06
Baby carriages	87.13
Photographic cameras; photographic flashlight apparatus	90.07
Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles	90.08
Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers	90.09
Pocket watches, wrist watches and other watches, including stop watches	91.01
Clocks (excluding instrument panel clocks and clocks of a similar type, for vehicles, aircraft or vessels)	91.02 91.04
Pianos, excluding automatic pianos	92.01
Orchestral and fretted string instruments	92.02
Accordions, concertinas and similar musical instruments: mouth organs	92.04
Musical wind instruments known as woodwind and brass	92.05
Percussion musical instruments	92.06
Keyboard musical instruments in which the sound is generated electrically	92.07
Parts and accessories of the aforesaid musical instruments (other than pianos) excluding cases	92.09 92.10
Electric gramophones and record players	92.11
Dictating machines; tape recorders and reproducers	92.11
Gramophone records and sound recordings on tape	92.12
Magnetic recording tape; recording discs for dictating machines	92.12
Accessories and parts of gramophones, of dictating machines or of other sound reproducers or recorders, including such parts classified under any other heading of the Brussels Nomenclature	92.13
Furniture for domestic or office use, and parts thereof	94.01 94.03
Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed with any material, or of foam rubber, whether or not covered	94.04

(Continued on next page)

THE RESALE PRICES ACT, 1964—*Continued*

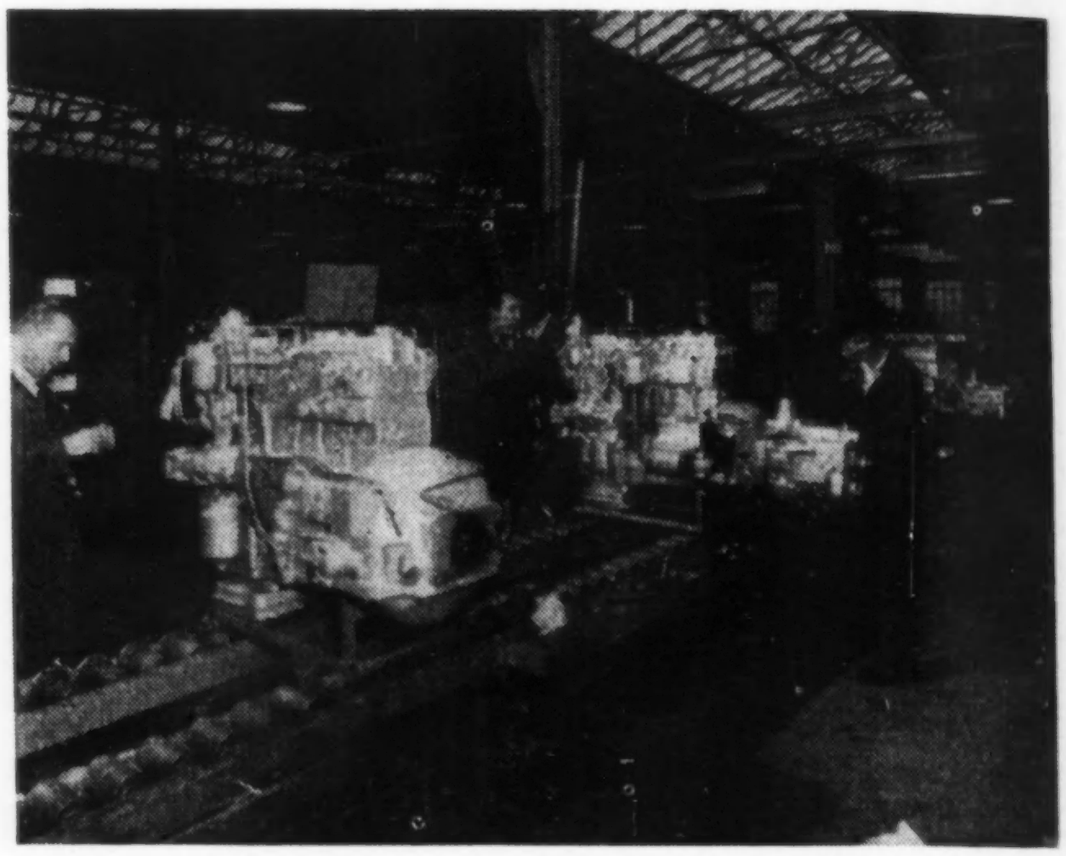
Column 1	Column 2 Brussels Nomenclature
Brooms, brushes and mops, including parts thereof but excluding wire brushes and brushes of a kind used as parts of machines	96.02
Powder-puffs and pads for applying cosmetics or toilet preparations, of any material	96.05
Wheeled toys designed to be ridden by children; dolls' prams and dolls' push chairs; parts and accessories therefor	97.01
Dolls (including dolls' clothing)	97.02
Other toys; working models of a kind used for recreational purposes; parts and accessories therefor	97.03
Fountain pens, stylograph pens and pencils (including ball point pens and pencils) and other pens; propelling pencils and sliding pencils; parts and fittings thereof	98.03 98.04 98.05
Desk sets comprising any of the above pens or pencils and with solid bases falling within any heading of the Brussels Nomenclature	—
Typewriter and similar ribbons, whether or not on spools	98.08
Aluminium stemmed smoking pipes with detachable bowls and parts thereof; sets comprising primarily such a pipe but including another article capable of having an independent use and falling within any heading of the Brussels Nomenclature	98.11 —
Scent and similar sprays of a kind used for toilet purposes, and mounts and heads therefor	98.14
Vacuum flasks and other vacuum vessels, complete with cases; parts thereof classified under any heading of the Brussels Nomenclature	98.15

Interpretation

Where a heading of the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmd. 1070) (commonly known as the Brussels Nomenclature) is specified in relation to any class of goods that class does not comprise goods which do not fall within the heading specified, having regard to the rules and notes for the interpretation of the Nomenclature, unless the contrary is stated.

The description of any goods in the first column of the List shall be taken to include cases, boxes and similar containers normally sold therewith if such containers (being imported with the goods) would fall within the heading of the Brussels Nomenclature specified.

EXPORT OF VEHICLES



Gearboxes and auxiliaries being fitted on the engine line before being dropped into truck chassis at the Kew, Surrey, factory of Dodge Brothers (Britain) Ltd. More than half the vehicles produced at this plant are exported throughout the world.

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New Books

Investment Appraisal. National Economic Development Council (14 pages. 1s. 9d., by post 2s., from HM Stationery Office and Government bookshops). A further contribution to a subject on which a considerable literature is beginning to appear (as discussed in the *Board of Trade Journal* of March 6, 1964, p.501). It is intended to encourage the use of better methods for determining how much, and what kind, of investment to undertake – methods which will bring out more systematically and reliably the advantages of investing in new plant and machinery. At present some firms appear to apply criteria for assessing investment which have little relevance to the measurement of the expected rate of return on the capital invested. The effect of taking account of taxation is shown in this booklet in detail, and varying methods of measuring the rate of return are discussed. The 'discounted cash flow' technique is outlined, with an illustrative example, and the booklet concludes with a discussion of the 'desirable' rate of return.

The Role of Patents in the Transfer of Technology to Developing Countries. Department of Economic and Social Affairs of the United Nations. (95 pages. 11s. 6d., by post 12s. 1d., from HM Stationery Office and Government bookshops.) The General Assembly of the United Nations called in 1961 for a report which would analyze patent legislation and study the effects of patents on the economy of the underdeveloped countries. Prolonged consultation with governments and interested inter-governmental organizations took place, and this final version of the Report has now been published. The chief purpose of the Report is to consider whether the system of patents can usefully contribute to the encouragement of technological growth in the developing countries, when the handicaps from which these nations may suffer are largely due to the monopoly of technical knowledge and capital resources enjoyed by firms and economies of the more advanced countries. It argues that serious balance of payments problems may arise from the high royalties and prices paid for materials or components, or for the services of technicians from the foreign patentee; and that the importance of stimulating the indigenous applications of new technology in underdeveloped countries is particularly necessary because of the many risks attendant upon investment in those countries. So far as patents provide encouragement and protection, they may serve to offset these risks.

The Flow of Financial Resources to Less-developed Countries, 1956-1963. Organisation for Economic Co-operation and Development (178 pages. 15s., by post 15s. 10d. from HM Stationery Office and Government bookshops). The fourth in a series, this report gives a detailed picture of the scope, nature and direction of the flow of resources to less-developed countries from the industrial OECD countries, from multilateral agencies and from other countries. It also deals with the financial terms on which aid is provided and the uses to which it has been put, and there are comprehensive individual chapters describing the aid programmes of the industrial OECD countries, with emphasis on the institutional arrangements for providing assistance. The textual matter is supported by about 50 detailed statistical tables.

Industrial and Engineering Design. Report of a Working Party (34 pages. 7s. 6d. from the Federation of British Industries, 21 Tothill Street, London, S.W.1). In July 1963 HM Stationery Office published *Engineering Design*, the report of a committee set up by the Council for Scientific and Industrial Research under the chairmanship of Mr. G. B. R. Fielden. In their evidence to that committee the Federation of British Industries regretted that the integration of industrial design with engineering design was outside the committee's terms of reference. They therefore asked Mr. Fielden to chair a separate working party on the subject, and have now published its report. The report makes a number of recommendations concerning the practical relationships of design engineering and industrial design, and in lengthy appendices gives information on the qualifications and current work of designers, appreciation courses and the services of the Council of Industrial Design.

A Sample Survey of Labour Mobility in Northern Ireland. Northern Ireland Government Information Service, Stormont Castle, Belfast 4 (*Facts and Figures no. 20.* 18 pages. Free. Also from the Northern Ireland Government Office, Information Department, 13 Regent Street, London, S.W.1). The 1962 Hall Report on the Economy of Northern Ireland (Cmnd.1835. HM Stationery Office, London. 5s. 6d.) proposed that a survey of labour mobility should be carried out to assist in ensuring co-ordination between places where people are likely to wish to live and the areas where economic expansion might most easily be created. The resulting survey was carried out in 1963, on a random sample of 1,300 households, and – even without any comparisons with the survey for Great Britain which is being carried out by COI's Social Survey and for which the results are not yet available – this summary of the main results provides an interesting commentary on population movements and the structure of changes in employment within the province of Northern Ireland.

Industry's Press. British Association of Industrial Editors (13 pages. 42s. from the Association, Barclays Bank Chambers, 17 Church Road, Barnes, London, S.W.13.) It is estimated that there are some 1,800 house journals being produced in the United Kingdom today, and that their circulation exceeds that of all the national daily newspapers. These and many other figures emerge from a statistical survey carried out at the end of 1964, the results of which are here analyzed. These figures provide information about trends in industrial communication and public relations, and a picture emerges of the increasing attention being paid to house journals in industry today. Some firms consider them to be part of a wider communications function that varies from public relations to personnel management and sales promotion. These trends are illustrated by a number of statistical tables dealing both with the editors, their salaries and responsibilities, and with the journals they produce. Comparisons are drawn of production costs, circulation, distribution and format of house journals that range from the unpretentious to the glossy, prestige and export journal.

Regional Economic Co-operation in Asia and the Far East. United Nations Economic Commission for Asia and the Far East. (77 pages. 7s. 6d., by post 8s. 1d. from HM Stationery Office and Government bookshops). The Report of the Ministerial Conference on Asian economic co-operation, held in 1963, gives details of the resolution adopted for measures to deal with economic co-operation in the ECAFE region and a resolution on the United Nations Conference on Trade and Development. The bulk of the text consists of statements by various representatives at the conference, and the report of a Working Group of Experts on 'Measures for Economic Co-operation in the ECAFE region'.

Road Haulage Management, by George W. Briggs (307 pages. Butterworths, 35s.). This second edition of a work first published in 1963 has been necessitated by important new Regulations governing the carriage of goods by road. The book deals with the carriers' licence, goods vehicles, management (including planning), personnel and drivers' records, and legal offences. There are a table of 1960 and 1962 Road Traffic Acts and two appendices which deal with the Road Traffic Act 1960 and the forms required to comply with the Act.

Other publications

INDIA AND PAKISTAN WOOL, HOSIERY AND FABRICS, 1965. 264 pages. John Worrall Ltd., Central Works, Oldham, Lancs. 32s. 6d.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, (Her Majesty's Stationery Office), Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

THURSDAY, FEBRUARY 4

Research on export expansion

The President was asked what research into the problems of expanding exports was being undertaken in his department; how many persons were engaged in such research; and whether he proposed to increase the number of persons employed on it.

In reply Mr. E. C. Redhead, Minister of State (Overseas) said: 'The Board of Trade are constantly studying various aspects of the problems of expanding exports, and a considerable proportion of their staff is in some degree concerned with these problems. Since they also carry out other duties it is not practicable to segregate them. Additional staff are being allocated to work on exports as necessary.'

Products exempt under Resale Prices Act

A member asked if the President would publish a list of those products for which exemption under the Resale Prices Act had been claimed; and if he would now give the date on which the provisions of the Act would come into force.

Mr. George Darling, Minister of State (Home) said the first part of the question was a matter for the Registrar of Restrictive Trading Agreements, but he understood that he hoped to publish a first list of classes of registered goods shortly, and that the lists should be substantially complete by the end of March. With regard to the second part of the question, the Board of Trade would bring Sections 1 to 4 of the Resale Prices Act into force about one month thereafter in order to allow traders time to make the necessary arrangements. (*First list on pages* 384-6).

MONDAY, FEBRUARY 8

Strengthening Monopolies Commission

In reply to three questions about the scope of the Monopolies Commission, the President said that the Government would in the course of the present session introduce a Bill strengthening the Monopolies Commission. This would increase the size of the Monopolies Commission to a maximum of 25 members, and enable the Commission once more to carry on its investigations in panels, so that more investigations could be carried on simultaneously. It would also empower the Monopolies Commission to investigate mergers at the request of the Government, and would give the Government new and stronger powers affecting mergers and monopolistic abuses.

TV cigarette advertising

In reply to a number of questions concerning the advertising of cigarettes on television, Mr. Kenneth Robinson, Minister of Health, said that the Government had decided to end such advertising, and this decision was being conveyed to the Independent Television Authority by Mr. Anthony Wedgwood Benn, the Postmaster-General. It would come into operation as soon as practicable.

TUESDAY, FEBRUARY 9

Export incentives

Mr. Douglas Jay, President of the Board of Trade, was asked, in planning his programme of export incentives, what schemes operated by other major exporting countries he examined; and if he would give details of each. In reply he said that he regretted that it would not be practicable for him to describe in detail the wide variety of arrangements in force abroad. He naturally took account of what other countries were doing, though their circumstances often differed materially from our own.

THURSDAY, FEBRUARY 11

Overseas market research

The President was asked whether he was aware that there were firms prepared to assist in market research overseas for individual companies; and whether he would set up a Government agency to help smaller companies to make greater use of the facilities provided. In reply Mr. E. C. Redhead, Minister of State (Overseas) said that the British National Export Council was introducing a scheme to assist collective market research overseas undertaken on behalf of sectors of industry. He hoped that smaller companies would make full use of this through their Trade Associations and Chambers of Commerce.

Advertising in the United Kingdom

Asked if he would give an estimate of the total expenditure on advertising in the United Kingdom for the latest available year, and of the total amount spent in the same year on sales promotion of all forms by British firms in overseas markets, Mr. George Darling, Minister of State (Home) said that no official estimates had been made. Advertising expenditure in the United Kingdom in 1963 was estimated by the Advertising Association to have been £501 million.

United Kingdom import of raw materials

In reply to a questioner the President gave the following details of the 10 most important raw materials imported into the United Kingdom in 1964, the quantities imported, and the average price in each case; and what were the prices for similar goods in 1954 in the Official Report:

Commodity	Unit of quantity	1964		Average value per unit in 1954
		Quantity	Average value per unit	
			£	£
Oil seeds, oil nuts and oil kernels	ton	950,612	50·1	62·9
Natural rubber etc., raw	ton	199,235	191·8	185·1
Coniferous wood, shaped or simply worked (other than sleepers)	standard	2,004,092	83·2	76·5
Wood pulp:				
Mechanical	ton	773,032	27·9	27·9
Chemical	ton	2,166,459	52·5	52·8
Sheep's or lambs wool, not carded or combed	thous. lb.	571,509	255·2	270·0
Raw cotton, excluding linters	centals of 100 lb.	5,371,379	10·7	14·2
Iron ore and concentrates	ton	18,619,041	4·5	5·2
Nickel mattes, speiss etc.	ton	56,457	334·8	235·0
Tin ore and concentrates	ton	44,413	41o·3	300·3
Fixed vegetable oils and fats	cwt.	6,411,720	4·8	4·2

(Continued on next page)

Inquiry into loss of fishing trawler

Mr. Roy Mason, Minister of State (Shipping) gave the following reply to a questioner who asked when the inquiry by the Wreck Commissioners into the loss of the Aberdeen trawler 'Blue Crusader' was expected to report. He said: 'A preliminary inquiry into the loss of this vessel is now taking place. When the report of this inquiry is ready I will decide whether a public formal investigation under a Wreck Commissioner is necessary. If a formal investigation is ordered, its report will certainly be published.'

Minister's tour of Japanese shipyards

In reply to a question concerning Mr. Roy Mason's tour of Japanese shipyards and his subsequent statement that they were successful, the President said that full details of the information would be made available to the Shipbuilding Inquiry Committee.

United Kingdom shipbuilding operation

The President was asked what British shipbuilders were using one-pass, one-side welding machines on ship construction; how long they had been in operation; and whether he would state from the experience of his Japanese tour to what extent Japanese shipbuilders were conversant with this type of operation. In reply the Minister of State (Shipping) said: 'One British yard has announced that it is using this method of welding and I understand at least two others intend to do so. I saw one Japanese yard using a roughly similar technique and I have evidence that two others have been doing so for some time. One of the Japanese systems was approved by Lloyd's for use in cargo ships well over a year before the British system and I have little doubt that some Japanese yards used one-pass, one-side welding ahead of us. At this stage it is not possible to make any final assessment as to the various merits of the different systems in use or under development.'

Compensation to NBLC shareholders

The Minister of State (Home) in reply to a questioner who asked if he would grant compensation to the shareholders of the North British Locomotive Company, now in liquidation, who were encouraged by Government action to invest in the company, said that the President had considered the representations which had been made to him on behalf of the shareholders but he found no grounds to justify their claims for compensation from the Government.

Prices and Incomes White Paper

In his statement on the Prices and Incomes (Machinery and Procedures) White Paper, Mr. George Brown, the First Secretary and Secretary of State for Economic Affairs, said that after further discussions in the National Economic Development Council, agreement had been reached with the representatives of trade unions and of management on the machinery and procedures that were needed for these purposes.

Mr. E. C. Redhead to visit South Yorkshire

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, will visit Rotherham and Doncaster on February 23 and 24. During his two day tour, the Minister will be visiting a number of firms who are making substantial contributions to exports, including two steelmakers and manufacturers of boilers, glass containers and tractors.

Mr. Redhead will attend the annual dinner of the Rotherham and District Chamber of Commerce on February 23, when he will be a guest speaker. He will also be meeting members of the Doncaster Chamber of Commerce at a luncheon given by the Chamber.

Note: The Minister, who has special responsibility for exports under the President of the Board of Trade, is carrying out a programme of visits to the regions to make personal contact with those engaged in the export effort. He has already visited Scotland, South West England and the Midlands.

Cotton Board invitation to Courtaulds, ICI and Viyella

THE COTTON BOARD announce that they have invited Courtaulds, ICI and Viyella to nominate representatives to attend meetings of the Board in future. The invitations have been accepted and the firms' representatives will be: Mr. M. R. Parker (Courtaulds), Mr. D. N. Marvin (ICI) and Mr. A. V. Symons (Viyella). The Cotton Board's invitation springs from its desire to bring into its counsels as far as possible these three organizations which have been responsible for substantial changes in the structure of the industry and are clearly so vitally interested in the industry's future.

The Board of Trade have informed the Cotton Board that they welcome this development.

EFTA bulletin for January-February

THE BRITISH balance of payments is examined in the January-February issue of the *EFTA Bulletin*. The article was prepared within the EFTA Secetariat as a study of the situation which led the United Kingdom Government to impose a 15 per cent surcharge on most imports, including those of its EFTA partners.

The issue also features a study of the trade of EFTA countries with the developing nations. Copies available free from COI, Publications Division, Hercules House, Westminster Bridge Road, London, S.E.1.

BoT advance factory at Hartlepools occupied

THE Industrial Estates Management Corporation for England announce that Wheelfin Ltd. is to occupy the recently completed 14,000 sq. ft. Board of Trade 'advance' factory at the Hartlepools Industrial Estate. The factory, is being purchased by Wheelfin Ltd. for the production of patented finned tubing air coolers.

In the first stage employment is expected to build up to 80 men. Land for future expansion is being reserved.

Kirkcaldy council to build advance factory

KIRKCALDY TOWN Council are to build their own advance factory in a further effort to attract industry. At their meeting on February 8, the Council approved the provision of £64,000 for the erection of a factory of approximately 20,000 sq. ft. at Mitchelston Industrial Estate at the edge of the burgh. Kirkcaldy should have three factories in course of construction shortly.

Work starts next month on the 45,000 sq. ft. factory on the Hayfield Industrial Estate, which will be occupied by Babygro Ltd., makers of children's garments. The Board of Trade are due to start work on their advance factory, also at Mitchelston, but its completion may follow that of the one now ordered by the Burgh.

German firm to start production in NI

THE BELZER-WERK company, of Wutteral-Cronenberg in the Ruhr, manufacturers of hand tools, are to establish a factory at Bangor, Co. Down, the Northern Ireland Minister of Commerce, Mr. Brian Faulkner, announced on February 9. At Bangor the Ministry of Commerce is to build a 30,000 sq. ft. factory in which Belzer-Werk intend to start production early in 1966. About 60 workers will be employed initially, increasing to 150, over 80 per cent of whom will be men.

PARLIAMENTARY ANSWERS, *continued*

FRIDAY, FEBRUARY 12

Import of frozen fruit

The President was asked what part of the 525 tons of apples, cherries, currants, gooseberries, loganberries, pears and plums, so far taken up under the present quota of 850 tons for imported frozen fruit from Soviet bloc countries, concerned blackcurrants; and if he would take steps to ensure that subsequent quotas would specify the tonnage of each of the fruits listed, and hitherto grouped together under one quota. In reply the Minister of State (Overseas), said that four Eastern European countries had quotas for the import of frozen fruits into this country amounting in total to 2,025 tons for the current year. Individual licences under these quotas did not usually specify blackcurrants separately and the information sought was therefore not available.

'These quotas are subject to negotiation and the countries concerned value some decree of flexibility in their use. It would not be practicable to negotiate separate quotas for all the fruits concerned but we do seek to negotiate limits to the amounts of particular types of fruit that can be brought in under the quotas, where this seems appropriate', he added.

Imports of preserved fruit

Asked if he would change the basis of future quotas for imported bottled and canned fruit from one of money value to one of tonnage, the Minister of State (Overseas), said that the President accepted that there might be some advantages in expressing quotas for canned and bottled fruit in terms of weight rather than value. These quotas were however subject to negotiation, and a balance of mutual advantage had to be struck. The President could not therefore give any undertaking to introduce this change, but would certainly keep the point in mind.

Shipbuilding Committee of inquiry

The President announced the names of the remaining members of the Shipbuilding Committee of Inquiry. The following have accepted his invitation to serve on this Committee: Mr. A. G. B. Burney, partner of Binder Hamlyn and Co.; Mr. D. K. Fraser, managing director, the G. A. Harvey Group of Companies; Professor M. J. Lighthill, Royal Society Research Professor, Imperial College of Science and Technology; Mr. Bowman Scott, managing director, Seltronic Group Ltd., and an independent industrial consultant; Mr. Charles Smith, General Secretary, Post Office Engineering Union; and Professor Thomas Wilson, Professor of Political Economy, University of Glasgow.

Industrial development under LEA

The Minister of State (Home) replied to a number of questions concerning what plans HM Government had made to give financial assistance to Messrs. Fords to expand their operations by reconstructing an existing factory in the Neath or Swansea area of South Wales. He said it would be open to the Company to apply for financial assistance under the Local Employment Acts, 1960 and 1963 in respect of any project providing new employment in a development district. Financial assistance would not be available to the Company for a project in Neath since this is not a development district. Asked what measures he was considering to assist the Company in their study of the Swansea area as a site for a new plant, he said that the Department were prepared to supply any factual information to the Ford Motor Company, as to any industrial concern, in their study of suitable areas for the location of new projects.

MONDAY, FEBRUARY 15

Wall Paper Manufacturers and 'take-over' bid

The President was asked if he was aware of the take-over bid made jointly by Courtauld's and the Reed Paper Group for Wall Paper Manufacturers; if he was satisfied that this would not lead to a monopoly position nor unduly inhibit competition in the respective manufacturing and distribution fields; and whether he would make a statement. In reply he said: 'Yes, and I am considering the matter. The Government have, however, at present no power to intervene in a transaction of this kind or to arrange for it to be examined by any statutory body. As the Prime Minister recently told the House, a Bill will be introduced this session which will enable the Government to deal with mergers. This Bill, which I hope to introduce shortly, will give the Government authority to initiate investigations of mergers and powers to deal with mergers which, after investigation, are deemed to be against the public interest. Until this legislation is before the House it would not be right for me to say more about its contents or to indicate how it might affect any particular merger. In preparing this legislation, however, I have had very much in mind situations of the kind disclosed by merger proposals of this type and the need for the Government to have adequate powers to deal with them.'

Statistics

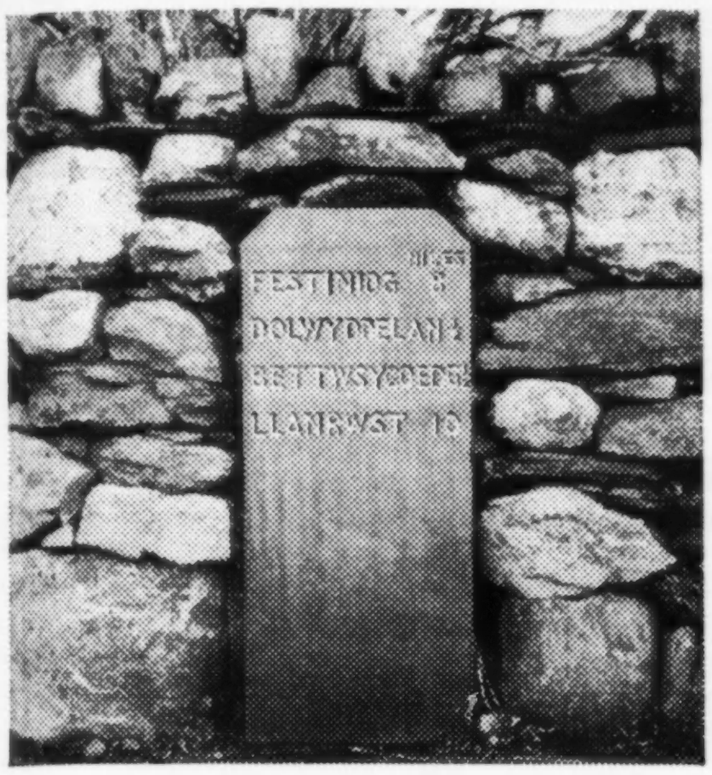
The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

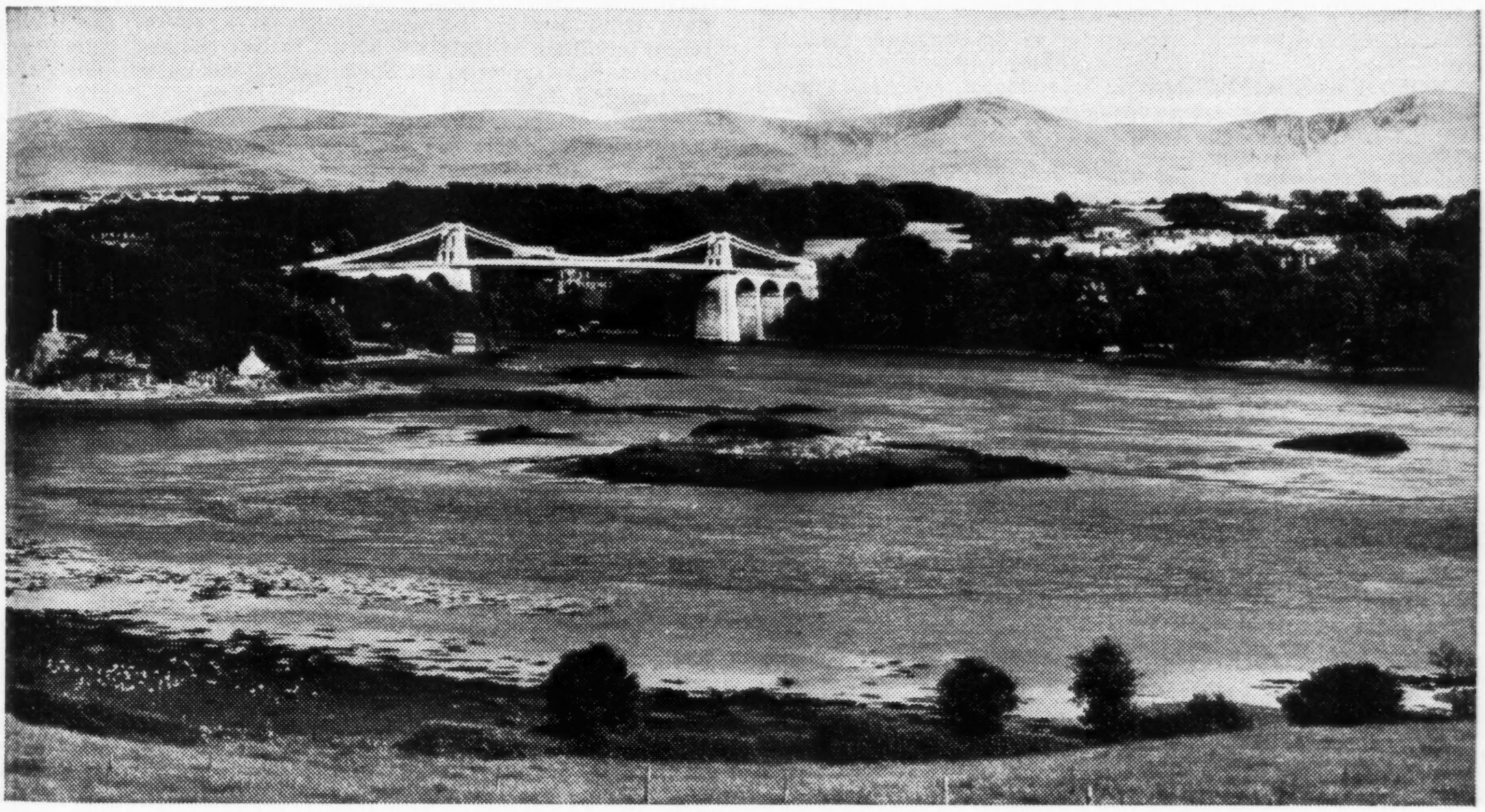
	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205	series shown in £ million			
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	131	107	140	146	132	+147	+ 89	+29	+30
1964						106									
1963															
2nd quarter	117	118	132	128	117	102	130	109	134	150	128	+ 47	— 9	+17	— 5
3rd quarter	118	120	138	130	120	104	137	106	141	164	140	— 4	— 12	— 7	— 6
4th quarter	122	124	138	132	121	105	142	109	149	168	143	+124	+ 61	+23	+41
1964															
1st quarter	121	127	141	134	121	105	146	115	153	175	150	+ 85	+ 79	+ 2	+ 4
2nd quarter	122	127	142	135	120	105	150	120	153	181	149	+150	+126	+ 5	+ 1
3rd quarter	123	127	144	138	122	106	154	121	167	186	152	+117	+ 77	+ 6	+13
4th quarter						107									
1964															
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..		..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands						3,836	3,250	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	107	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+113
1964		125*	125·7	+3·3	108·6*	125·4*	148·4	362	—140	..	221	+77	..	149	136	
1963																
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	128	128	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·9	445	— 5	+42	182	+25	— 5	146	135	— 70
2nd quarter	148	125	125·5	+2·8	107·8	125·0	147·6	355	— 90	—58	230	+48	+33	148	135	—109
3rd quarter	155*	113*	126·5	+4·3	108·6	125·8	149·3	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter		125*	127·6	+4·5	109·9*	127·0*	150·8	336	+ 25	+50	228	—14	—34	149	139	
1964																
June	148	125	126·2	+3·4	107·8	125·2	148·4	315	— 42	—33	251	+24	+13	154	134	..
July	151*	120*	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	128	..
August	153*	117*	126·7	+4·7	108·6	125·7	149·3	314	+ 11	+10	239	—11	— 9	156	142	..
September	155*	113*	126·7	+4·4	109·1	126·2	149·7	315	+ 1	+11	239	Nil	— 7	152	132	..
October	157*	119*	126·8	+4·1	110·0	126·3	149·8	332	+ 17	+27	233	— 6	—12	147	135	..
November	162*	127*	127·8	+4·6	110·3*	127·2*	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December		125*	128·3	+4·8	109·5*	127·5*	151·9	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January			128.7	+4·6	109·2*	127·9*		363	+ 26	+41	221	— 1	— 1	145	139	

† NOT seasonally adjusted. * Provisional.



From Llangollen to Pwllheli and across the Menai Straits . . .



High Speed Gas spreads its warmth around North Wales

THE NEED WAS THERE, the demand was there. The difficulty lay in the terrain. Rugged and romantic to the tourist, it presented a tough, practical challenge to the architects of the N. Wales grid. To supply the growing demand for High Speed Gas, the Wales Gas Board had to plan a complex and ambitious pipe-laying operation. They had to reckon with three major rivers, one hundred and twenty-seven streams and seven miles of solid rock and boulder in the Snowdon range. They had to provide for sufficient pressure to pass the gas over exceptional distances, and altitudes of up to 1,750 ft. above sea level. Despite these conditions, the first 180 miles of the North Wales grid, from Llangollen across the Menai Straits to Anglesey, were laid within a year. Now a further 52 miles links Llanrwst to Pwllheli, and St. Asaph to Ruthin; and spreads still farther the simplifying benefits of High Speed Gas to new industry and the people who live there.

The setting may be romantic, but the North Wales grid is a highly advanced and sophisticated technological achievement. Built to operate over long distances and at high pressures, it was the first major gas grid in Britain to use radio telemetering to control supply (you see above the new Telemetery Control Room at Rhyl). It is all part of the new pattern of Britain's gas industry, designed to meet a growing domestic and industrial demand fast, efficiently and fully.

In today's high speed world . . . the gas industry thinks of tomorrow.

United Kingdom trade in January

Changes in release of figures

THE PROVISIONAL figures this month include, in addition to total figures, information on the main areas and commodity groups. This has been made possible by the coming into full commission of HM Customs' Leo III computer. The extra detail enables a fuller assessment of trends to be made at the provisional stage. It is proposed in future to issue a detailed analysis based on the full Trade Account figures only once a quarter.

Also beginning this month, the figures include trade in precious stones, and the valuation of imports by parcel post and of raw sugar has been revised. These changes, already announced with the December trade figures, are described later in this article. Their effect is to raise the absolute levels of both imports and exports but the trends over time are little affected. Revised 1964 figures which take account as far as possible of the changes have been used in the tables and charts in this article.

Summary

There has been some resumption of growth in exports since the autumn. Imports now appear to have been falling back in recent months, with most of the reduction in food but a small part probably attributable to the first effects of the temporary import charge on manufactures. The trade deficit has been somewhat lower in recent months.

Exports

Exports in January, valued at £368 million (seasonally adjusted) showed some fall from the high December figure but the average of £378 million for the three months November-January was 2 per cent more than in the previous three months. It now seems clear that moderate growth in exports has occurred in recent months following the slightly falling trend in the summer of last year.

A change from falling exports to slightly rising exports to Western Europe has been a major factor in the improved trend for total exports. In the three months November-January exports to Western Europe were 2 per cent higher by value than in the previous three months, with increases to both the Common Market and EFTA countries. There has been further growth in exports to North America, with an increase of 5 per cent between the latest three months and the previous three months. The United States and Canadian markets each contributed. Exports to the sterling area have continued to increase, though at a slower rate than in recent months, and there has been a further rise in exports to Latin America. But exports to the Soviet Union and Eastern Europe have continued to fall.

Exports of non-electric machinery have shown some recovery in recent months. There has also been renewed expansion in exports of road motor vehicles. Among semi-manufactures, there was an increase in the value of exports of metals but some reduction in both chemicals and textiles.

Imports

Imports in January, at £465 million (seasonally adjusted), were lower than the recent run of figures and the average for the three months November-January, at £476 million, was 2 per cent less than in the previous three months.

The main part of this reduction was in imports of food, beverages and tobacco which fell by 5 per cent in value between the two three-monthly periods. There was, however, a modest, though fairly widespread, decrease in the broad categories of goods subject to the temporary import charge. Comparing the three months November-January with the previous three months, the value of imports of finished manufactures was down by 4 per cent, of chemicals by 9 per cent, and of other semi-manufactures by 7 per cent; most of the goods in these three categories are subject to the import charge. Though it is not possible to isolate the effects of the charge from other influences, the lower figures suggest that the charge has had some effect in the last month or two. Partly offsetting these reductions in food and manufactures were continued increases in imports of fuel and of basic materials.

A large part of the reduction in imports was in arrivals from the sterling area, which were 4 per cent less in November-January compared with the previous three months. There was a smaller reduction, of 2 per cent, in imports from Western Europe, most of the fall being in imports from the Common Market, with those from EFTA countries only slightly lower. Imports from North America increased a little further.

Trade balance

The trade deficit, on a payments basis, has been reduced in recent months. In January it was £34 million and in the three months November-January it averaged £36 million a month, compared with £57 million a month for August-October. In the first half of last year it averaged £45 million a month.

UNITED KINGDOM TRADE

(Revised figures on the new valuation and coverage of visible trade)

TABLE 1 (A)
TOTALS
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance*
1964	368	475	13	—46
1964 1st quarter	367	469	12	—42
2nd quarter	365	477	13	—48
3rd quarter	363	476	14	—52
4th quarter	377	478	13	—42
1964 January	337	472	11	—75
February	379	465	12	—27
March	384	471	13	—24
April	349	475	13	—55
May	382	466	13	—24
June	363	491	12	—66
July	345	441	13	—39
August	385	500	14	—51
September	358	487	14	—67
October	365	472	12	—52
November	369	487	14	—56
December	396	476	13	—19
1965 January*	368	465	14	—34
1964 August-October	370	486	13	—57
Nov. 1964 – Jan. 1965*	378	476	14	—36

* Provisional estimates.

TABLE 1 (B)
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 January*	355·8	480·0	12·6

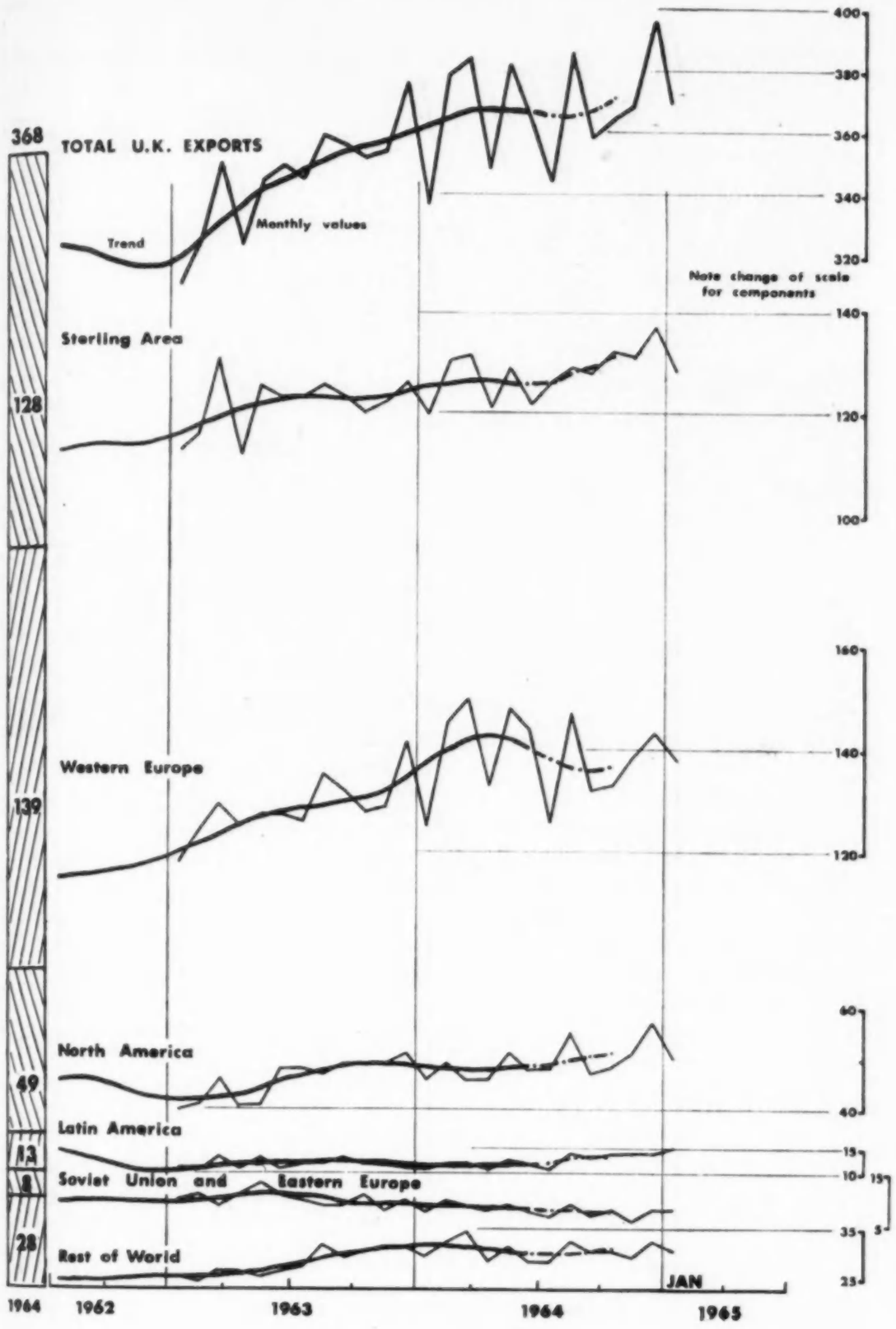
* Provisional estimates.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas. Addresses on page 251 of January 29 issue.

Table 2—United Kingdom Exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 1st quarter .	127	140	76	51	47	12	9	32	367
2nd quarter .	124	142	77	53	48	12	9	29	365
3rd quarter .	128	135	71	51	50	12	8	30	363
4th quarter .	133	138	74	52	52	14	7	31	377
1964 November .	131	139	74	52	51	14	6	29	369
December .	137	143	76	55	57	14	8	33	396
1965 January* .	128	138	71	53	50	15	8	30	368
1964 Aug.-Oct. .	129	137	73	53	50	14	8	31	370
1964-5 Nov.-Jan.*	132	140	74	53	53	14	7	31	378

* Provisional estimates.

Changes in coverage and valuation in the overseas trade statistics from January, 1965

Three important changes have been made in the coverage and valuation of the overseas trade statistics from January 1965 with the object of improving this series of statistics.

Imports and exports of precious and semi-precious stones and pearls

The United Kingdom conducts a substantial trade in the import and export of precious stones, etc., but since almost all of this trade is consigned via the post, it is not subject to the normal Customs declaration procedures which require the submission of import and export entries, and consequently the statistics of overseas trade have not covered this trade. Recently, with the co-operation of the members of the precious stone trade, special arrangements have been made to obtain comprehensive and detailed statistics of the overseas trade in these stones; and from January 1965 the import and export statistics incorporate these figures classified, almost entirely, under commodity Division 66 – Non-metallic mineral manufactures, not elsewhere specified. All trade outwards from the United Kingdom is classified under United Kingdom exports owing to the difficulty of drawing a clear distinction between re-exports and United Kingdom exports of these stones.

Valuation of imports by parcel post

The results of a recent sample survey of parcels imported via the GPO's 'Parcel Post' has revealed that the existing estimates of the value of these parcels are too low, and consequently revised values have been introduced from January 1965. These parcels are classified in the statistics under commodity Section 9 – Commodities and transactions not classified according to kind.

Valuation of imports of sugar

About one quarter of United Kingdom imports of raw sugar is purchased at world market prices outside the terms of the Commonwealth Sugar Agreement. The remainder is purchased by the Sugar Board at a negotiated price under that Agreement, is resold to United Kingdom importers at the market price, and is declared by the importers on import entries on the basis of this latter price. From the viewpoint of the balance of payments, it is the negotiated price which is relevant and therefore it has been decided to request United Kingdom importers of sugar to declare consignments at a valuation based on the Agreement price rather than the market price, where appropriate. Imports of sugar are classified under commodity Division 06 – sugar, sugar preparations and honey.

Effect of changes in the Trade and Balance of Payments figures

It is estimated from the information available for 1964 that the effect of these changes on the monthly trade figures will be to add, on average, about £18 million a month to the import total and about £13 million a month to exports over the levels prevailing in late 1964. The £18 million a month on imports is made up approximately of £12 million for precious stones, £3 million for the change in parcel post valuation, and £3 million for the sugar valuation change; the £13 million a month on exports relates to precious stones. The import and export figures for 1964 are being adjusted to take account of the changes relating to precious stones and parcel posts imports; lack of detailed information prevents adjustments being made to the statistics of imports of raw sugar for earlier periods.

The estimates of the balance of visible trade issued monthly already allow for the trade in precious stones and the difference in sugar valuation and will therefore only be affected by the revaluation of parcel post imports which will have an adverse effect of about £3 million a month.

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on March 1*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas trade for March†, due to be published on or about March 26.

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and are liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.), is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, January 1965. HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

Tables and charts continued on next page

Table 3—United Kingdom Exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

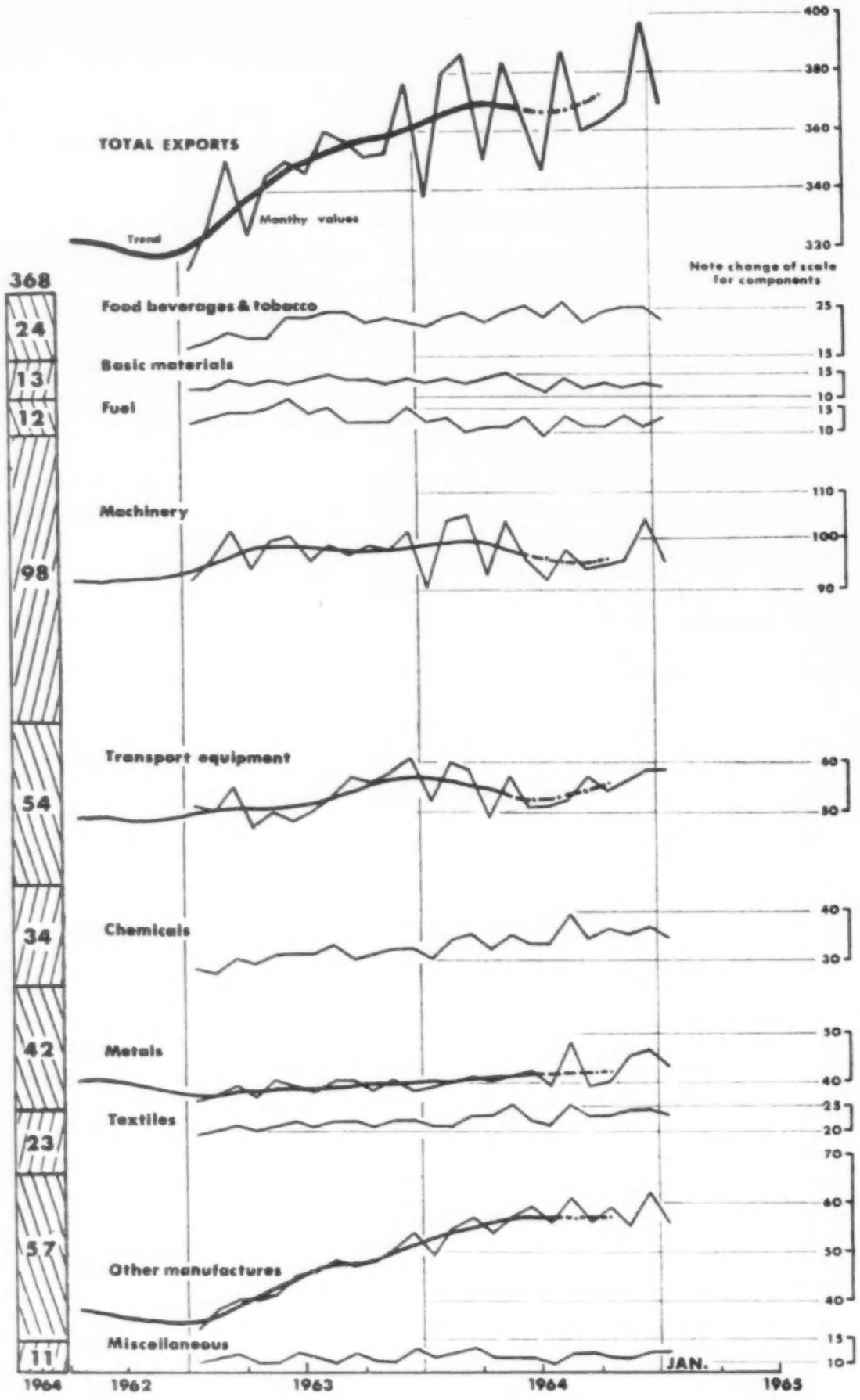


Table 4—Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

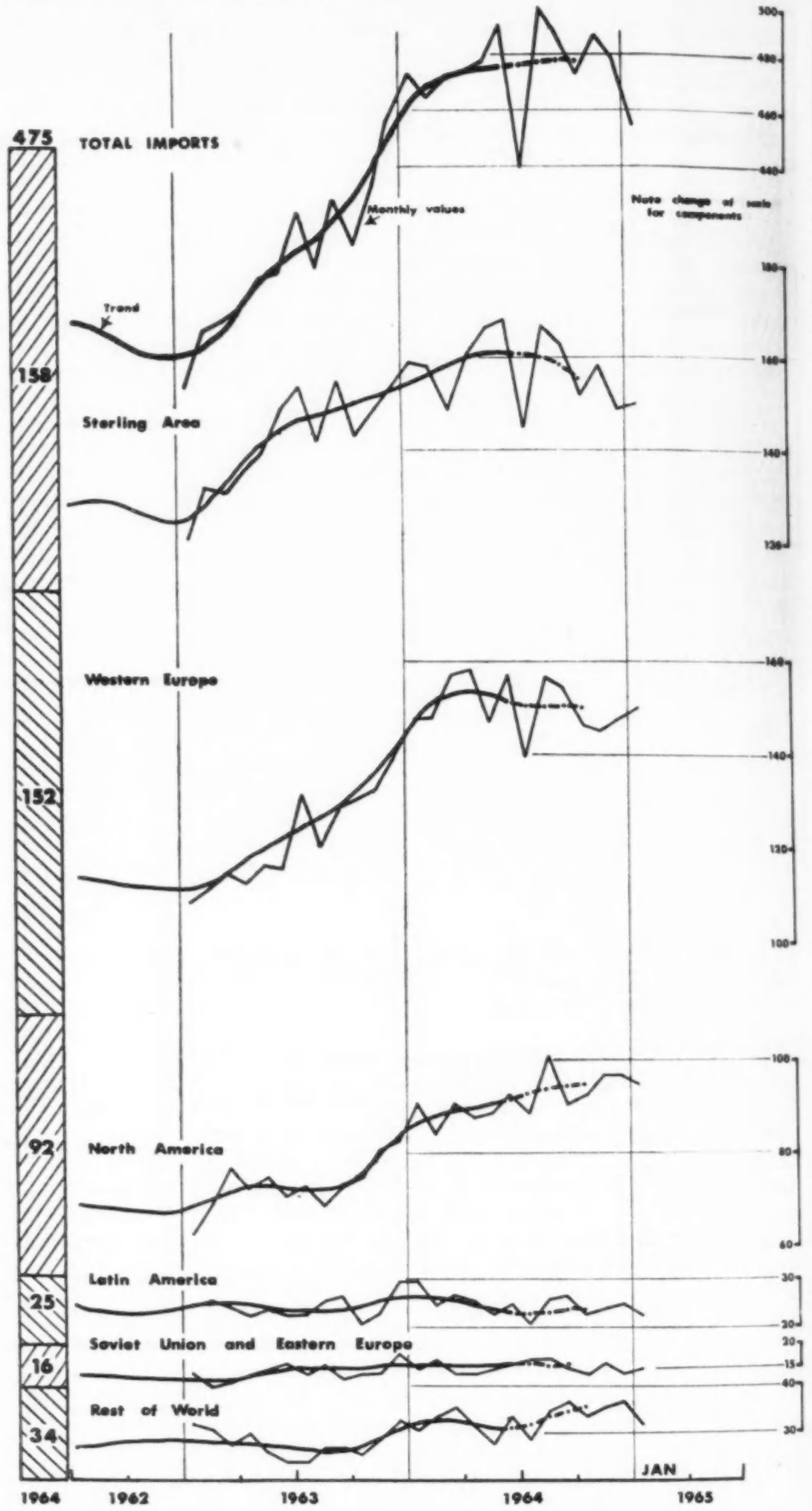


Table 3—United Kingdom Exports: Commodity classes. Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food beverages and tobacco	Basic materials	Fuels	Manufacturers									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor vehicles	Other transport equipment						
1964 1st quarter	22	13	12	304	157	100	45	11	33	40	22	54	12	367
2nd quarter	23	14	12	305	150	98	44	9	33	41	23	57	11	365
3rd quarter	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1964 November	25	12	13	308	152	96	47	9	35	43	24	55	11	369
December	25	13	11	328	161	104	50	9	36	46	24	62	12	396
1965 January*	23	12	12	306	151	95	44	13	34	43	23	56	12	368
1964 Aug.-Oct.	24	13	12	311	150	96	43	11	36	42	24	59	11	370
1964-5 Nov.-Jan.*	24	12	12	314	155	98	47	10	35	44	23	58	12	378

* Provisional estimates.

Tables and charts continued on next page

BRITISH BAKERY EQUIPMENT IN SOUTH AFRICA

An unconventional use for this Rank Xerox 914 office copier in South Africa: copying bread. The machine is used by a laboratory in Pretoria, run by the South African Wheat Industry Control Board, to obtain an accurate record of the grain and cell structure of loaves baked in their ovens.
Old methods were never entirely satisfactory, but this machine, employing the principle of xerography (dry, electrostatic copying) can produce a satisfactory (and permanent) record of the grain of the loaf without damaging the bread.

Table 4—Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 1st quarter	155	151	90	27	16	34	469
2nd quarter	164	153	90	24	16	31	477
3rd quarter	157	150	94	24	17	33	476
4th quarter	152	151	96	24	16	36	478
1964 November	158	150	98	24	16	36	487
December	148	153	98	25	17	36	476
1965 January*	150	150	95	23	15	32	465
1964 Aug.-Oct.	159	154	95	25	15	35	486
1964-5 Nov.-Jan.*	152	151	97	24	15	35	476

*Provisional estimates.

Table 5—Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

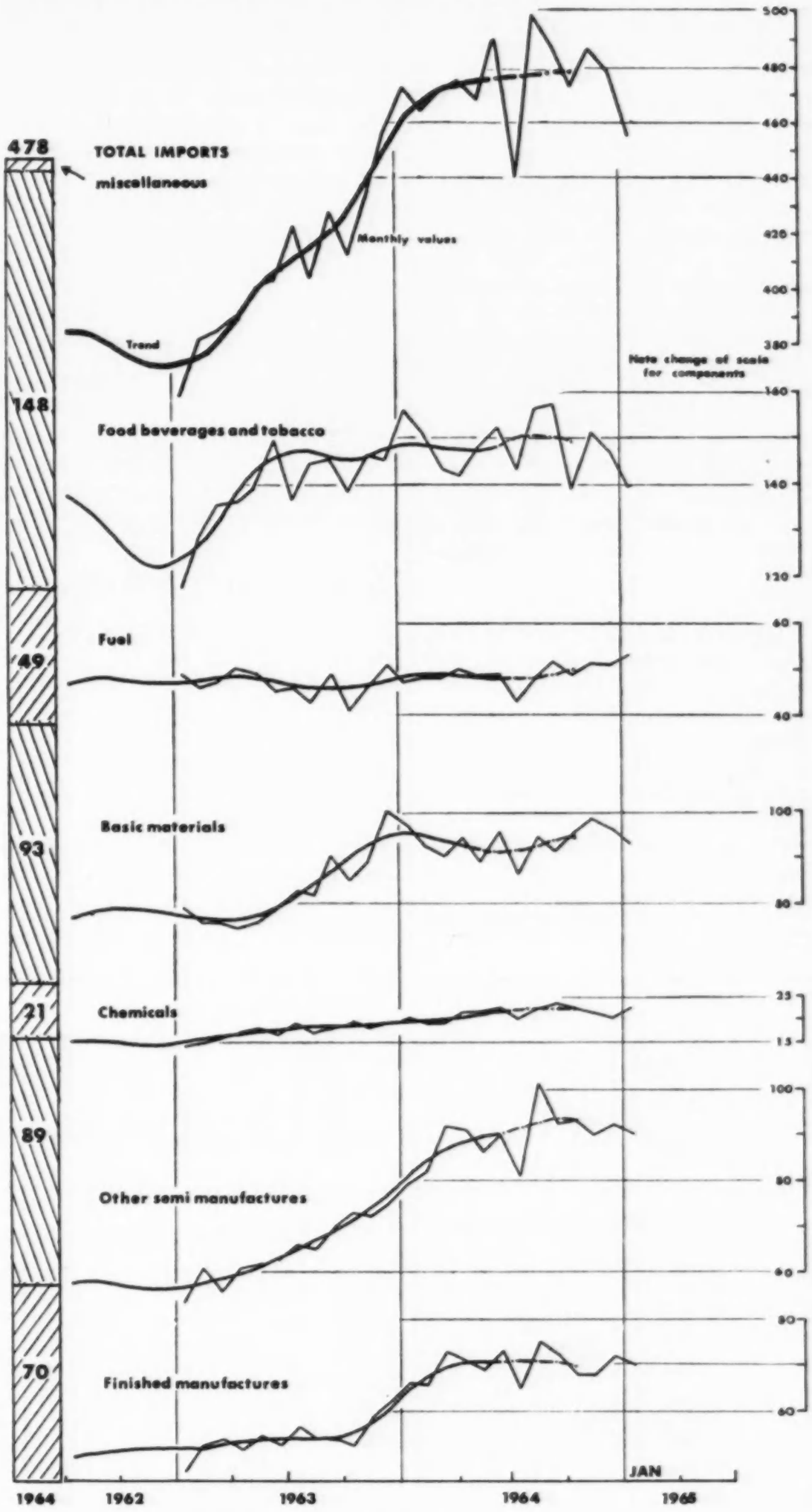


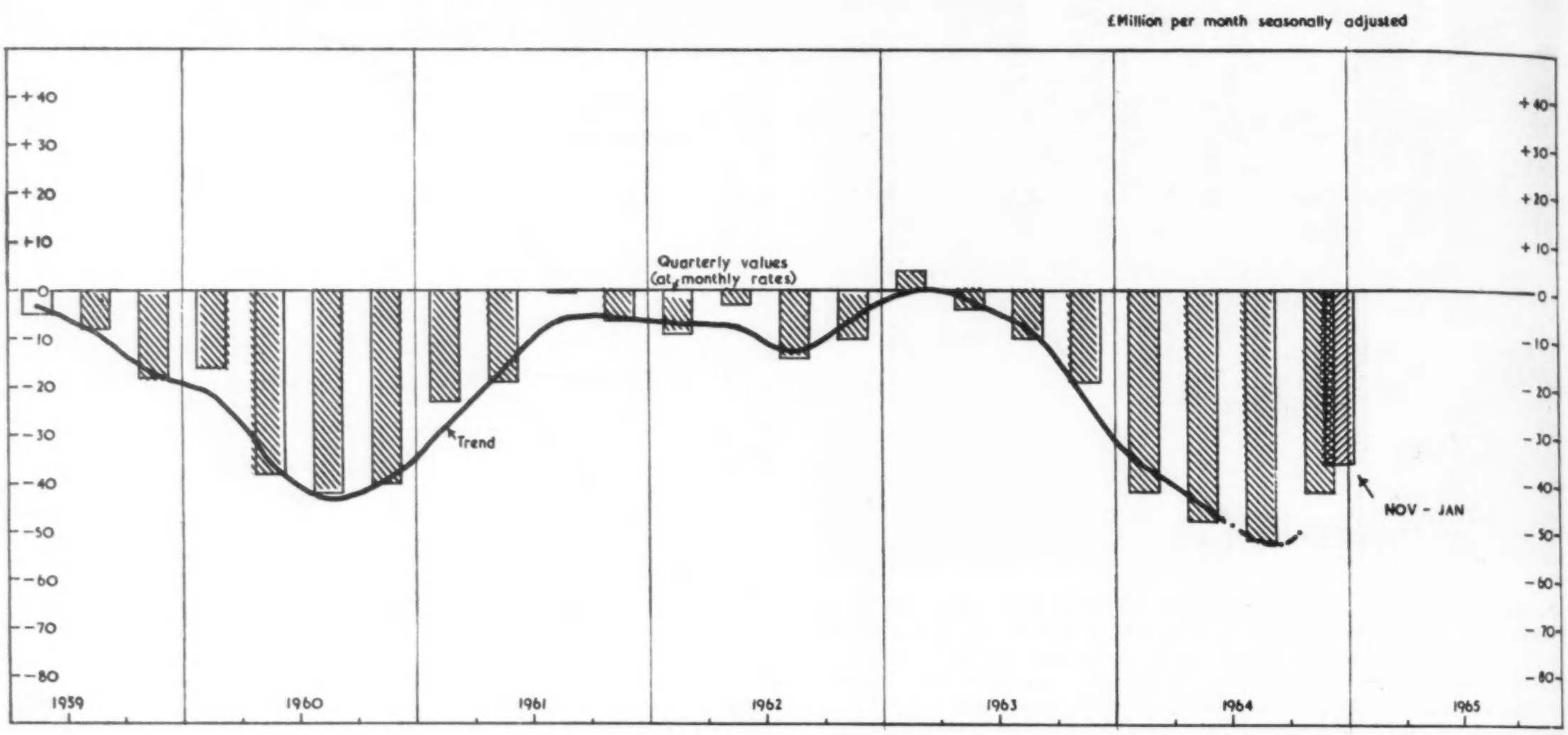
Table 5—Imports: Commodity classes. Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 1st quarter	151	48	197	93	20	85	68	4	469
2nd quarter	147	50	206	94	21	90	71	4	477
3rd quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1964 November	152	51	209	97	21	90	68	6	487
December	138	50	208	96	20	92	72	8	476
1965 January*	139	53	195	93	20	83	66	8	465
1964 August-October	151	49	211	93	23	95	72	5	486
1964-5 November-January*	143	51	204	95	20	88	69	7	476

* Provisional estimates

Charts continued on next page

THE TRADE BALANCE

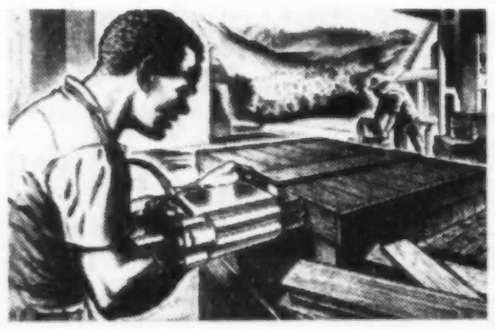


NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used.) A provisional trend for the first four of the last seven months is shown by a broken line.

SPOTNAILS *across the world-*

Zÿ sparen geld en tÿd

Nailing crates in **South Africa** according to workmen there, is easy and economical with Spotnailing . . . the modern method of fast jam-free nailing.

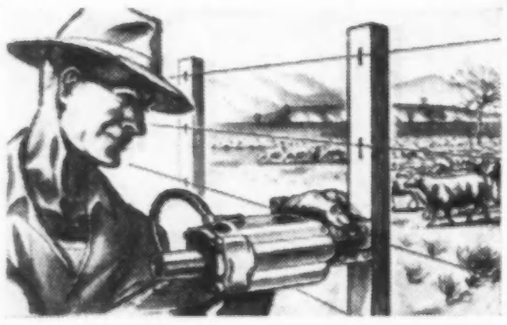


I Danmark spares tid og penge

Building construction in **Denmark** is faster with Spotnailing. One Danish building firm says Spotnailing is "extraordinariy fast . . . absolutely reliable . . . greatly increases productivity . . . we would not be without it."

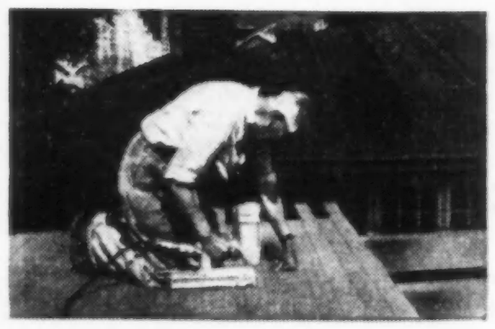
En France ils épargnent du temps et de l'argent

Joinery tradesmen in **France** say that Spotnailing is the ideal way of placing wood fastenings correctly, speedily and economically.

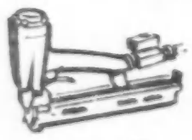


'Down Under' they save time and money

Fencing jobs in **Australia** to be done 'on the go'. That is why the Aussies say Spotnailing is ideal for placing wood fastenings efficiently and economically



SEND *FOR FURTHER details*



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World trade and production in the third quarter of 1964

THE VALUE OF EXPORTS from industrial countries in the third quarter of 1964 was unchanged compared with the previous quarter, after allowing for seasonal factors. With the value of exports from the primary producing countries probably at about the record level reached in the first quarter, there was some further growth in world* exports in the third quarter. The check to the recent rapid rise in industrial countries' exports was due to a small decrease in industrial countries' intra-trade; their exports to the primary producers again increased in value, but less rapidly than in the second quarter.

Among the industrial countries, total exports (seasonally adjusted) from the United States of America increased sharply in the third quarter compared with the previous quarter when they had fallen marginally, but the timing of exports was upset by threats of the dock strike which started in January of this year. Canadian and Japanese exports also rose strongly in the third quarter. There was little change in exports from the European OECD countries as a whole, following a period of strong growth which began in the second quarter of 1963. Exports from the EEC, however, increased slightly despite small reductions in exports from both Germany and France.

United Kingdom exports were virtually unchanged in the third quarter. A decrease in trade between OECD (Europe) countries seems to have been largely responsible for the decrease in exports between industrial countries. This was the first significant decrease since 1958.

A new series has been included in Table 1 which shows the movements, after allowing for seasonal factors, in exports of manufactures from the main manufacturing countries for which figures are entered in Table 4. This series covers some 95 per cent of exports of manufactures from all industrial countries. Exports of manufactures have increased, over the past decade, at a rate faster than total exports from industrial countries but broadly in phase with them; there are, however, short term differences in development. In the third quarter of 1964 there was little growth in exports of manufactures, as in total exports.

The contribution of individual supplying countries to total exports of manufactures can only be assessed in terms of figures which are not seasonally adjusted. In the third quarter of 1964 total exports of manufactures were 12 per cent more in value than in the comparable period of 1963, only slightly less than the increase in the previous quarter. Canada, Italy and Japan all recorded increases of over 20 per cent and the Netherlands and the United States of America also showed above average increases. Exports from Germany were 5½ per cent more than a year earlier and from the United Kingdom 1½ per cent more.

The value of imports in total into industrial countries was slightly less in the third quarter of 1964 than in the second quarter, after allowing for seasonal factors. Imports into the United States increased by 4 per cent in the third quarter, a little faster than in the previous quarter, whilst imports into the European industrial countries were unchanged. The growth of German imports accelerated to 8 per cent compared with the second quarter but Italian imports fell heavily (by 13 per cent) after an earlier decrease of 7 per cent; imports into the United Kingdom, France and the Netherlands showed no change. Japanese imports also decreased markedly.

Industrial production

The rate of growth of world industrial production continued to slacken in the third quarter of 1964 when European production was a little below the level of the previous quarter. This was mainly due to a decrease in industrial output in the EEC where French and Italian production weakened and German output was again unchanged from the high level reached in the first quarter. The pause in the growth of United Kingdom industrial production also continued in the third quarter. In the United States the rapid expansion of output was maintained and in Japan another large increase was recorded.

*In this article 'World' excludes Soviet Russia, Eastern Europe, the People's Republic of China and Cuba as reporting countries, but includes them as markets for exports and suppliers of imports.

Table 1 — World* trade adjusted for seasonal variations

quarters or quarterly averages

United States $ thousand million

	EXPORTS FROM						IMPORTS INTO		
	Industrial countries (a) (b)				Primary producers	World(b)	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	To world						
			Total	Manufactures (c)					
1957	10·5	6·39	16·9	10·6	7·61	24·5	18·1	8·81	26·9
1958	9·8	6·27	16·1	10·5	7·23	23·3	16·9	8·27	25·2
1959	11·0	6·16	17·2	11·3	7·69	24·9	18·4	8·17	26·6
1960	12·7	7·00	19·7	13·0	8·15	27·8	20·6	9·19	29·8
1961	13·7	7·10	20·8	13·7	8·35	29·1	21·7	9·34	31·1
1962	14·8	7·06	21·8	14·6	8·73	30·5	23·5	9·44	32·9
1963	16·3	7·49	23·8	15·8	9·56	33·3	25·8	9·86	35·6
1961 1st quarter	13·3	7·27	20·5	13·6	8·25	28·8	21·1	9·47	30·6
2nd quarter	13·6	7·00	20·6	13·6	8·30	28·9	21·5	9·36	30·8
3rd quarter	13·9	7·16	21·1	13·9	8·46	29·6	22·0	9·37	31·3
4th quarter	14·1	7·04	21·2	14·1	8·51	29·7	22·7	9·32	32·0
1962 1st quarter	14·4	6·92	21·3	14·2	8·58	29·9	23·1	9·25	32·3
2nd quarter	14·8	7·23	22·0	14·6	8·51	30·6	23·2	9·26	32·5
3rd quarter	15·0	7·17	22·2	14·8	8·88	31·0	24·0	9·82	33·8
4th quarter	14·8	6·92	21·8	14·8	8·95	30·7	23·8	9·47	33·3
1963 1st quarter	15·1	6·95	22·0	14·7	9·24	31·3	23·8	9·22	33·0
2nd quarter	16·3	7·64	23·9	15·8	9·36	33·3	25·7	9·84	35·6
3rd quarter	16·6	7·55	24·2	16·1	9·90	34·1	26·7	10·18	36·9
4th quarter	17·1	7·79	24·9	16·7	10·04	34·9	26·9	10·17	37·0
1964 1st quarter	17·9	7·93	25·8	17·2	10·37p	36·2p	27·8	10·26	38·0
2nd quarter	18·5	8·45	26·9	17·9	10·17p	37·1p	29·1	10·73p	39·8p
3rd quarter	18·3	8·65	27·0	18·0			28·8		

*Soviet Russia, Eastern Europe, the People's Republic of China and Cuba are excluded as reporting countries but are included as markets for exports and as suppliers of imports.

(a) Industrial countries are OECD members, including Japan which joined in May, 1964.
(b) Excludes United States Special Category Exports. Goods valued at approximately $185 million were removed from the list of Special Category goods during 1957 and this amount should be added to the figures for that year when comparing with later periods.
(c) Exports from the 12 countries shown in Table 4 of Sections 5-8 of the Standard International Trade Classification, Revised.
p = Provisional.

(Tables continued on next page)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 2 — Exports from OECD countries adjusted for seasonal variations

quarters or quarterly averages

United States $ thousand million

	Exports (f.o.b.) from								European OECD Intra-trade
	United States	Canada	European OECD	United Kingdom	EEC	Germany (FR) (a)	France (b)	Italy	
1957	4·87	1·29	10·15	2·42	5·62	2·15	1·28	0·64	5·30
1958	4·09	1·27	10·10	2·35	5·69	2·20	1·28	0·63	5·15
1959	4·10	1·35	10·94	2·42	6·31	2·45	1·40	0·73	5·72
1960	4·88	1·39	12·50	2·57	7·43	2·86	1·72	0·92	6·83
1961	5·05	1·46	13·43	2·69	8·09	3·17	1·81	1·05	7·72
1962	5·25	1·48	14·15	2·77	8·56	3·32	1·84	1·17	8·53
1963	5·57	1·62	15·44	2·96	9·40	3·65	2·02	1·27	9·59
1962 1st quarter	5·15	1·46	13·92	2·67	8·53	3·28	1·87	1·17	8·28
2nd quarter	5·39	1·47	14·15	2·81	8·48	3·31	1·78	1·18	8·45
3rd quarter	5·36	1·49	14·23	2·79	8·58	3·34	1·84	1·17	8·61
4th puarter	5·11	1·50	14·40	2·78	8·73	3·36	1·89	1·21	8·82
1963 1st quarter	5·06*	1·53	14·37	2·85	8·68	3·33	1·86	1·23	8·81
2nd quarter	5·59	1·58	15·47	2·93	9·42	3·58	2·06	1·26	9·57
3rd quarter	5·70	1·59	15·76	3·02	9·61	3·71	2·06	1·30	9·78
4th quarter	5·94	1·75	16·13	3·02	9·83	3·90	2·09	1·33	10·15
1964 1st quarter	6·14	1·82	16·70	3·09	10·34	4·02	2·25	1·36	10·56
2nd quarter	6·10	1·96	16·99	3·06	10·44	3·97	2·25	1·44	10·79
3rd quarter	6·47	2·02	16·98	3·04	10·51	3·93	2·20	1·54	10·60

(a) Includes Saar from July, 1959. (b) Includes Saar up to June, 1959. * Dock strike.

Table 3 — Imports into OECD countries adjusted for seasonal variations

quarters or quarterly averages

United States $ thousand million

	Imports (c.i.f.) into							
	United States (c)	Canada (c)	European OECD	United Kingdom	EEC	Germany (FR) (a)	France (b)	Italy
1957	3·32	1·47	11·82	2·85	6·21	1·88	1·54	0·91
1958	3·18	1·34	11·05	2·65	5·74	1·85	1·40	0·79
1959	3·75	1·47	11·68	2·79	6·05	2·09	1·28	0·84
1960	3·66	1·42	13·83	3·19	7·40	2·54	1·57	1·19
1961	3·59	1·43	14·71	3·08	8·04	2·74	1·67	1·31
1962	4·06	1·46	16·02	3·14	8·93	3·07	1·88	1·52
1963	4·25	1·52	17·80	3·38	10·10	3·26	2·18	1·90
1961 1st quarter	3·38	1·40	14·52	3·23	7·86	2·59	1·65	1·28
2nd quarter	3·44	1·37	14·58	3·04	8·02	2·75	1·66	1·31
3rd quarter	3·79	1·42	14·74	3·00	8·03	2·75	1·65	1·33
4th quarter	3·85	1·51	15·18	3·01	8·32	2·83	1·78	1·35
1962 1st quarter	3·94	1·50	15·47	3·07	8·58	2·99	1·73	1·43
2nd quarter	4·05	1·46	15·66	3·16	8·72	3·04	1·76	1·46
3rd quarter	4·17	1·48	16·30	3·23	9·02	3·05	1·93	1·57
4th quarter	4·09	1·40	16·60	3·15	9·25	3·11	1·97	1·67
1963 1st quarter	4·03*	1·43	16·47	3·15	9·33	3·14	1·99	1·68
2nd quarter	4·22	1·49	17·67	3·32	9·97	3·25	2·13	1·89
3rd quarter	4·41	1·53	18·20	3·48	10·31	3·30	2·19	2·03
4th quarter	4·37	1·62	18·70	3·57	10·63	3·24	2·42	2·04
1964 1st quarter	4·41	1·70	19·57	3·80	11·00	3·35	2·54	2·01
2nd quarter	4·55	1·76	19·67	3·88	11·06	3·46	2·47	1·86
3rd quarter	4·74		19·70	3·89	10·99	3·74	2·47	1·61

(a) Includes Saar from July, 1959. (b) Includes Saar up to June, 1959. (c) Imports are valued f.o.b. * Dock strike.

Table 4 — Exports of manufactures by the main manufacturing countries

quarters or quarterly averages

United States $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom	Germany (FR)	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a)
1957	1·90 (5·5)	1·87 (18·2)	0·63 (—0·2)	0·85 (13·2)	0·41 (19·1)	0·37 (9·9)	0·30 (14·8)	0·36 (8·5)	2·71 (11·5)	0·59 (4·7)	0·63 (16·4)	10·62 (10·9)
1958	1·86 (—2·0)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35 (—1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·46 (—1·5)
1959	1·95 (4·6)	2·17 (11·6)	0·67 (9 5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·29 (8·0)
1960	2·08 (6·6)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·04 (15·5)
1961	2·16 (3·9)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·74 (5·4)
1962	2·21 (2·4)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·59 (6·1)
1963	2·36 (6·7)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·82 (8·4)
1961 1st quarter	2·21 (2·2)	2·62 (8·8)	0·75 (—3·9)	1·30 (—3·9)	0·75 (16·2)	0·59 (14·5)	0·42 (5·1)	0·44 (12·7)	2·86 (7·8)	0·58 (—6·9)	0·84 (7·4)	13·36 (5·1)
2nd quarter	2·22 (3·8)	2·83 (16·3)	0·82 (3·8)	1·33 (4·8)	0·74 (9·3)	0·56 (7·7)	0·45 (18·9)	0·45 (8·9)	2·87 (—4·5)	0·63 (1·7)	0·90 (4·4)	13·80 (5·3)
3rd quarter	2·05 (6·8)	2·79 (14·7)	0·77 (9·1)	1·20 (6·7)	0·80 (17·8)	0·56 (10·2)	0·43 (18·2)	0·46 (9·5)	2·69 (—3·7)	0·65 (3·6)	0·96 (1 8)	13·35 (6·8)
4th quarter	2·15 (3·4)	2·96 (3·8)	0·83 (5·0)	1·38 (4·8)	0·86 (23·3)	0·59 (4·0)	0·49 (7·0)	0·52 (5·0)	2·93 (1·2)	0·66 (2·2)	1·07 (4·7)	14·47 (4·5)
1962 1st quarter	2·19 (—1·3)	2·79 (6·3)	0·88 (18·6)	1·38 (6·0)	0·85 (13·9)	0·60 (0·9)	0·48 (14·1)	0·48 (9·5)	2·93 (2·7)	0·61 (5·0)	0·90 (7·6)	14·09 (5 5)
2nd quarter	2·32 (4·5)	2·93 (3·5)	0·89 (8·8)	1·33 (—)	0·86 (15·7)	0·61 (10·2)	0·53 (17·7)	0·49 (9·5)	3·18 (10·8)	0·65 (3·5)	1·06 (17·8)	14·86 (7·7)
3rd quarter	2·09 (2·1)	2·88 (3·3)	0·83 (6·8)	1·23 (2·8)	0·84 (5·2)	0·59 (6·0)	0·44 (1·7)	0·49 (7·3)	2·83 (5·1)	0·67 (3·8)	1·18 (23·0)	14·07 (5·4)
4th quarter	2·24 (4·1)	3·14 (5·9)	0·89 (6·3)	1·46 (5·7)	0·96 (11·6)	0·65 (8·8)	0·54 (10·1)	0·57 (7·8)	2·98 (1·9)	0·70 (5·5)	1·21 (13·3)	15·34 (6·0)
1963 1st quarter	2·34 (6·9)	2·86 (2·5)	0·86 (—2·6)	1·38 (0·2)	0·91 (6·3)	0·61 (1·1)	0·49 (1·5)	0·50 (4·7)	2·87 (—2·3)	0·63 (2·6)	1·01 (12·4)	14·45 (2·5)
2nd quarter	2·40 (3·2)	3·20 (9·3)	0·99 (10·7)	1·55 (16·8)	0·95 (10·6)	0·69 (12·5)	0·52 (—1·8)	0·54 (10·0)	3·30 (3·7)	0·73 (12·5)	1·17 (10·6)	16·04 (8·0)
3rd quarter	2·24 (7·0)	3·25 (12·9)	0·94 (14·5)	1·35 (10·0)	0·98 (15·8)	0·69 (16·4)	0·54 (21·5)	0·52 (6·3)	2·99 (5·7)	0·70 (4·2)	1·29 (9·7)	15·49 (10·1)
4th quarter	2·46 (9·8)	3·60 (14·6)	1·04 (16·9)	1·55 (6·3)	1·05 (8·3)	0·73 (12·9)	0·65 (20·6)	0·63 (10·9)	3·40 (14·0)	0·77 (10·1)	1·44 (18·9)	17·31 (12·9)
1964 1st quarter	2·53 (8·2)	3·43 (20·1)	1·11 (28·7)	1·62 (16·9)	1·04 (14·8)	0·78 (29·0)	0·55 (13·0)	0·55 (9·4)	3·52 (22·8)	0·76 (20·5)	1·17 (15·7)	17·06 (18·1)
2nd quarter	2·55 (6·5)	3·60 (12·3)	1·14 (15·5)	1·65 (6·6)	1·15 (21·3)	0·82 (19·5)	0·66 (25·7)	0·60 (11·3)	3·73 (12·8)	0·87 (18·9)	1·44 (22·7)	18·21 (13·5)
3rd quarter	2·28 (1·7)	3·43 (5·6)	1·06 (11·7)	1·45 (6·8)	1·20 (23·0)	0·82 (18·9)	0·55 (3·5)	0·59 (11·7)	3·50 (17·2)	0·88 (25·2)	1·57 (21·5)	17·31 (11·8)

(a) See note (b) to Table 1.

Table 5—Index numbers of industrial production adjusted for seasonal variations

1953 = 100

	OECD (a)	United States	European OECD	United Kingdom	EEC	France (b)	Germany (FR) (excluding Saar)	Italy	Japan
1957	119	110	131	116	140	148	147	138	169
1958	115	103	133	114	144	155	152	143	169
1959	127	116	141	120	153	157	162	158	210
1960	135	119	155	129	171	172	180	182	265
1961	139	120	162	130	182	181	191	202	323
1962	150	130	171	131	193	193	199	222	354
1963	157	136	178	136	203	202	207	241	388
1961 1st quarter	134	113	162	129	180	178	191	193	300
2nd quarter	139	119	163	131	181	180	189	198	313
3rd quarter	142	123	163	130	183	183	190	202	332
4th quarter	145	126	165	128	188	186	193	215	347
1962 1st quarter	147	127	168	128	190	189	195	219	355
2nd quarter	149	129	170	131	192	190	198	219	356
3rd quarter	150	131	171	133	194	193	201	219	354
4th quarter	151	131	173	130	198	195	203	229	349
1963 1st quarter	151	132	171	130	195	189*	199	231	358
2nd quarter	156	136	178	134	203	204	207	241	375
3rd quarter	159	138	180	137	204	202	208	243	402
4th quarter	161	138	185	141	211	212	214	250	418
1964 1st quarter	165	141	189	144	216	215	221	250	435
2nd quarter	167	144	190	145	217	217	221	242	451
3rd quarter	168	146	188	143	212	209	222	235	461

(a) Japan became a Member country of OECD in May 1964 and is included in these indices. (b) Annual figures are not average of quarterly figures. * Strike.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, February 12, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Becket	Paramount Film Service Ltd.	Paramount Film Service Ltd. and Keep Films Ltd.	Br/E 30111	149	February 8
Look at Life Series 24:					
But not on Sunday	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30112	9	February 9
The Spirit of Brooklands	,, ,,	,, ,,	Br/E 30113	9	February 8
One Way Pendulum	United Artists Corp. Ltd.	Woodfall Film Presentations Ltd.	Br/E 30114	84	February 9
Gonks Go Beat	Warner-Pathe Distributors Limited	Titan Film Productions Limited	Br/E 30116	92	February 12
Movietone News 1861A	Twentieth Century-Fox Film Co. Ltd	British Movietonews Ltd.	Br/E 29904	6	February 12
Movietone News 1862	,, ,,	,, ,,	Br/E 29905	8	February 12
Pathe News 65-12	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29956	8	February 12
Pathe News 65-13	,, ,,	,, ,,	Br/E 29957	8	February 12
		FOREIGN			
La Ronde	Columbia Pictures Corporation Ltd.	Paris Film Production, Paris, and Interopa Film, Rome.	F 30098	110	February 8
Speed on Ice	Paramount Film Service Ltd.	Paramount Pictures Corporation	F 30099	8	February 8
Once Over	,, ,,	,, ,,	F 30100	6	February 8
Service With a Smile	,, ,,	,, ,,	F 30101	6	February 8
Best in Show	,, ,,	,, ,,	F 30102	9	February 8
Laddy and his Lamp	,, ,,	,, ,,	F 30103	6	February 8
Commuting for Adventure	,, ,,	,, ,,	F 30104	10	February 8
Robot Rival	,, ,,	,, ,,	F 30105	7	February 8
On the Bounce	,, ,,	,, ,,	F 30106	8	February 8
Call me a Taxi	,, ,,	,, ,,	F 30107	7	February 8
Highway Slobbery	,, ,,	,, ,,	F 30108	6	February 8
The Human Duplicators	Regal Films International Ltd.	Woolner Pictures Inc.	F 30109	81	February 8
Mutiny in Outer Space	,, ,,	,, ,,	F 30110	82	February 8
She Should have Stayed in Bed	Compton Films Ltd.	Barry Mahon Productions Inc.	F 30115	65	February 10
Winnetou the Warrior	British Lion Films Ltd.	Rialto Film Preoen Philipsen G.m.b.H., Berlin	F 30117	90	February 12
The Slave Merchants	,, ,,	Fides Rialto, Paris; Autares c.c.m., Rome; and Benito Perojo, Madrid.	F 30118	95	February 12

Note
The registration of the film "The Yellow Rolls-Royce" (F.30039) registered on January 4, 1965, has been amended to a British quota film (Br/E 30039) with effect from that date.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Millionth Ulster-made telephone relay produced

A MILESTONE in the history of Standard Telephones and Cables in Northern Ireland was marked at a ceremony in the factory on February 5, when the millionth telephone relay manufactured at Monkstown, near Belfast, was handed over to the G.P.O.'s director of contracts, Mr. P. J. Mapplebeck, who in turn presented it to the Northern Ireland Minister of Commerce, Mr. Brian Faulkner. The company began operations in Northern Ireland in 1962 in a 50,000 sq. ft. 'pilot' plant on the Monkstown Industrial Estate. They now employ 1,800 people in a 300,000 sq. ft. factory, and are considering opening a second factory in Northern Ireland.

Turnover of the catering trades in December

THE TOTAL TURNOVER of the catering trades in December was 8 per cent higher than a year earlier. This increase was the same as that in November and, allowing for month to month irregularities in the series, much in line with the increases on a year earlier which have been recorded since the spring of 1964.

Each of the four kinds of business shown separately in the table showed increases in December over the similar period a year ago and only the turnover of restaurants, cafes, etc., showed a percentage change (5 per cent) smaller than that which occurred in November.

For 1964 as a whole, total turnover showed an increase of 8 per cent compared with an increase of 4 per cent in 1963 and one of 5 per cent in 1962. The increase in 1964, however, was due in part to the large increases in January, February and March resulting from the abnormally low level of trade in the first quarter of 1963 as a direct effect of the severe weather that winter. The increase in the first quarter of 1964 was 10 per cent compared with an increase of 1 per cent in the first quarter of 1963. The higher level of trade in the first quarter of 1964 was also caused by Easter being in March in 1964 but in April in 1963.

The increase in turnover in the last three quarters of 1964 compared with a year earlier has, on average, been greater than the increases at any other time since this series began. This is partly explained by the higher prices resulting from the increases in the Budget of April 1964 in the duty on alcoholic drinks and tobacco which had their full effect from May onwards.

Of the four kinds of business shown separately only canteens and catering contractors show a smaller increase in turnover in 1964 (5 per cent) compared with that in 1963 (6 per cent). The increase in turnover of the other three kinds of business in 1964 without doubt reflects the very low level of trade in the first quarter of 1963. Public houses, in particular, showed a much higher percentage increase (8 per cent) in 1964 compared with the increase in 1963 (3 per cent) but higher prices resulting from increased duties on alcohol would tend to have a greater effect on turnover in this trade than that of the other kinds of business.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1963	+4	+1	+4	+4	+6	Nil	—2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
Licensed hotels and holiday camps (£169 million)	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1963	+5	Nil	+4	+6	+9	—3	—2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1963	+4	Nil	+4	+4	+7	—3	—2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
Public houses (£711 million)	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1963	+3	+1	+3	+4	+6	+1	—3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
Canteens and catering contractors (£102 million)	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1964 sales was the five weeks from November 29, 1964 to January 2nd, 1965; the corresponding period in 1963 was from November 24, 1963, to December 28, 1963.

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Strong rise in output prices during 1964

OUTPUT PRICES of manufacturing industry rose strongly throughout last year. The index in the fourth quarter was more than 4 per cent higher than a year earlier and showed the largest rise in a single year since 1956, and about twice the average annual rate of increase over the last decade. There is little doubt that an important factor in this above average increase was materials and fuel prices which had risen very substantially during 1963 and increased further during 1964.

Chart 1 shows the movements in the price index numbers of materials and fuel purchased and of products sold on the home market by non-food manufacturing industry. Output prices rose gradually between 1957 and 1962, a period over which there was, generally speaking, comparative stability of materials prices. During the last two years, however, materials prices have risen substantially and this began to be reflected in output prices last year. Output prices do not, of course, follow precisely, either in timing or magnitude, movements in materials prices. In addition to the cost of materials, other factors, such as labour costs, overheads and the level of production, play an important part in determining the prices of manufactured products. The relationships are complex and the time taken for changes in the factors to work through to output prices is difficult to estimate. Basic materials, which are mainly imported, account for about one-third of the selling value of the final product of all manufacturing industry. The wage and salary bill is the main and single item in the remainder.

Basic materials and fuel

The increase in materials prices for 1964 as a whole was about 4 per cent compared with 2 per cent in 1963 and much smaller movements in the preceding four years. The rise showed signs of coming to a halt in the middle of 1964 but was subsequently resumed. The increase during last year, fourth quarter to fourth quarter, was in the non-food sector and covered a wide range of imported commodities; the index for the food sector fell back in the first half of last year but increased again in the second half-year and by December was a little above the level a year earlier. Prices of fuel used in manufacturing industry were on average only marginally higher at the end of last year than a year earlier.

NON-FOOD MANUFACTURING INDUSTRY

CHART 1 1954 = 100

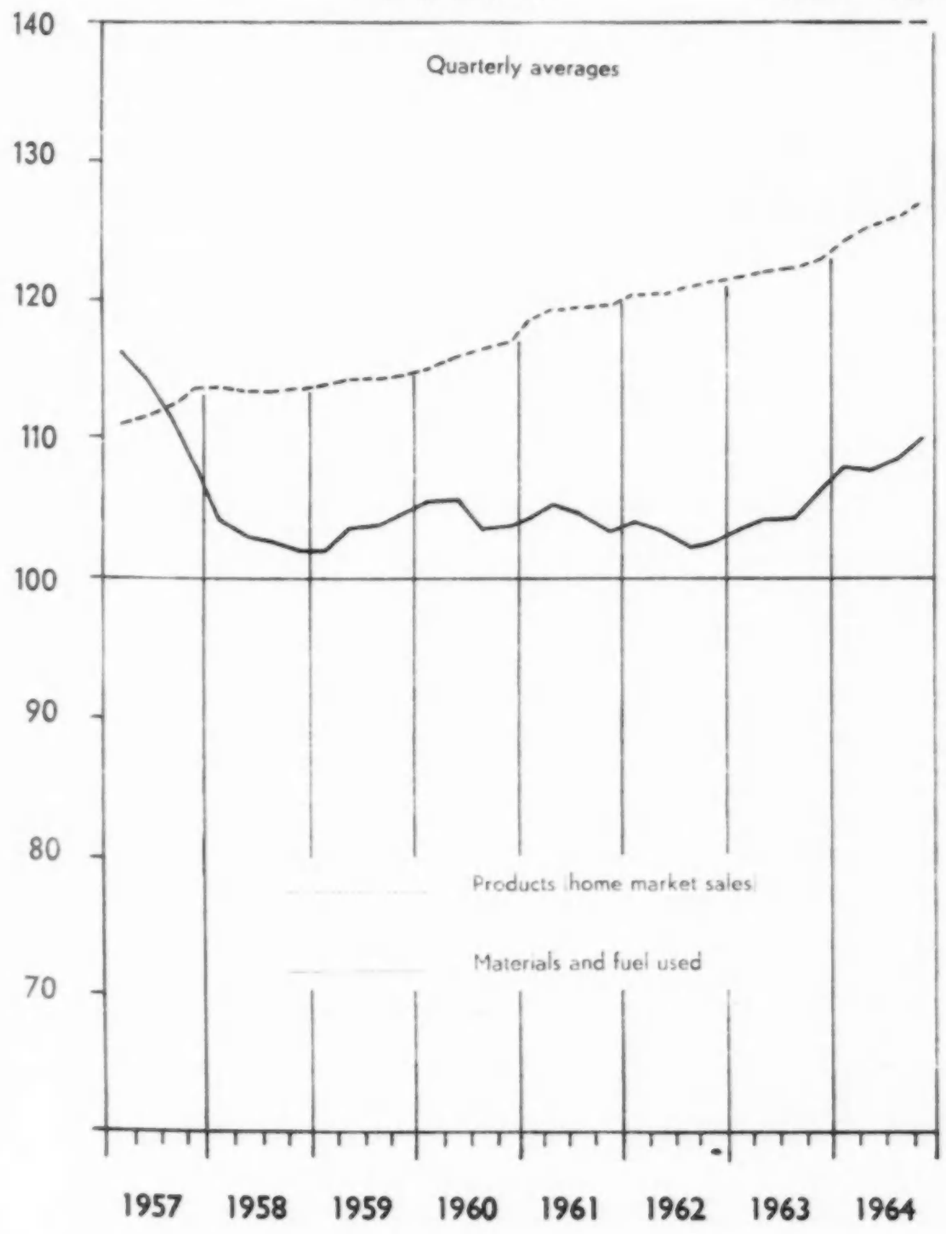

Table (A) (i) : Purchases by Broad Sectors of Industry

Sector	Index Numbers 1954 = 100		
	December 1963	December 1964	Percentage Change
All manufacturing industry	106·3	108·0*	+1·6
Food-manufacturing	104·5	105·8*	+1·2
Non-food manufacturing:	106·8	109·5*	+2·5
Chemicals and allied	109·4	114·1*	+4·3
Mechanical engineering	131·9	137·8*	+4·5
Electrical machinery	121·9	128·1*	+5·1
Textiles	100·9	94·3*	—6·5
Timber	111·8	118·3*	+5·8
Paper	108·7	110·7*	+1·8
Construction	123·3	128·2*	+4·0
Housebuilding	123·3	128·9*	+4·5

Table A (ii) : Commodities Represented in the Index for all manufacturing industry

Commodity	Percentage change December 1963 to December 1964		Effect on price index of basic materials and fuel used in manufacturing industry	
Ores and metals:				
Ferrous		— 2·8		—0·1
Non-ferrous	+12·7		+2·4	
Crude petroleum, etc.		— 2·3		—0·2
Other mineral products		— 0·3		—0·0
Raw wool		—19·5		—1·4
Other textile materials		— 1·0		—0·0
Timber	+ 8·4		+0·5	
Paper-making materials	+ 2·3		+0·1	
Oil-seeds, etc..	+ 6·3		+0·3	
Hides and skins	+11·7		+0·2	
Raw rubber	+ 3·6		+0·1	
Foodstuffs and tobacco		— 0·7		—0·2
Fuel	+ 0·2		+0·0	
Other materials	+ 1·7		+0·0	
Total – Materials and fuel used in manufacturing industry	+ 1·6		+1·7	

Some of the major groups of commodities represented in the index for all manufacturing industry are shown in Table A(ii). There were substantial variations in the movements of the individual groups, ranging from an increase of 12·7 per cent in the prices of non-ferrous metals (copper, lead, tin and zinc) to a fall of 19·5 per cent in the price of raw wool. Trends during 1964 in the total index and in the index numbers for the broad sectors are shown in Table A(i). Year to year changes since 1958 are compared in Table 1.

Materials and fuel used in the broad sectors of industry

It is necessary, when examining the movements in prices of materials and fuel used in the sectors of manufacturing industry, to bear in mind the different groups of goods covered by the index numbers. As explained in the notes at the end of this article, the index numbers relate to purchases only from outside the sector of industry concerned and exclude all purchases within the particular sector (technically they are known as 'net sector' index numbers). Thus the price index considered above for the purchases of basic materials and fuel by the whole of manufacturing industry measures changes in prices only of commodities and fuel purchased from outside the manufacturing sector. This means that this index is based upon price movements of mostly imported materials, plus some indigenous crude materials; intermediate products like iron and steel and textile yarns are only included to the extent that they are imported and the great bulk of purchases of these products, being home produced, represent sales by one industry to another

within the manufacturing sector and are excluded. The sector price index numbers for individual industries, however, include prices of many semis or intermediate products of the manufacturing sector. The prices of these intermediate products reflect higher costs of home production in addition to the cost of basic materials.

The index for materials used in the food manufacturing industries has fluctuated substantially during the last three years, but the underlying trend has been markedly upwards. It fell in the first half of 1964 as raw sugar prices declined. Prices of a large number of other commodities used in these industries continued to increase however and in the second half of the year, with comparatively small changes in sugar prices, the index moved up again and by December was about 1 per cent higher than a year earlier. Comparing 1964 as a whole with 1963 prices of imported food, materials rose by about 3½ per cent and those for materials derived from home agriculture by about 6½ per cent. Sugar prices, on average, were up by about 4 per cent. Amongst the imported commodities which increased in price were cereals, flour, butter, oilcake, bacon, dried fruits and coffee. The main price increases in materials derived from home agriculture were for meat, pigs, milk and fish.

In non-food manufacturing industry each of the materials and fuel price index numbers for the broad sectors of industry, except that for textiles, were higher in December 1964 than in December 1963. The index for the textiles industries has experienced much wider swings than the other non-food index numbers over the last decade. The last two years have proved no exception; between the fourth quarter of 1962 and the first quarter of 1964 the index rose by some 12 per cent, but then lost about half of this rise in the following three quarters of 1964. By December the index was 6·5 per cent lower than a year earlier. This substantial swing in prices of textiles materials was due, very largely, to the substantial change in raw wool prices; these rose, on average, by 26 per cent during 1963 and increased further in the early months of 1964 before declining substantially and ending the year some 20 per cent less than a year earlier. Prices of paper materials increased by about 2 per cent between December 1963 and December 1964, the smallest of the increases registered by the other broad groups of non-food industries. This increase was about half the rise which occurred in the previous year and reflected the decline in the rate of increase in the prices of imported woodpulp, from 5 per cent during 1963 to some 2 per cent during 1964. The largest increase in materials' prices last year was in the timber industries. This index turned sharply upwards in the last quarter of 1963 and continued to rise throughout 1964. In the last quarter of the year the index was affected by the introduction of the temporary import charge and finished the year some 6 per cent above the December 1963 level. Of the major items included in this index, increases between December and December were in imported plywood (17 per cent), imported softwood (8 per cent), and imported hardwood (3 per cent).

The index for the chemicals and allied industries had turned upwards at the end of 1962 after trending downwards in the previous four years. It rose strongly through 1963 and continued at much the same rate during 1964; by December of last year the index was 11 per cent more than at the end of 1962. A number of items contributed to the increase, notably imported oils and oilseeds which rose by some 16 per cent in this two-year period. The index numbers for materials and fuel used in the mechanical engineering industries and in the electrical machinery industry rose by less than 1 per cent a year between the end of 1957 and the end of 1963. The price increase which began towards the end of 1963 accelerated, however, during 1964, and by December these index numbers were some 4 to 5 per cent higher than a year earlier. The sharp increase in prices of non-ferrous metals was largely responsible for this substantial rise. Products sold by the iron and steel industries form an important proportion of the inputs of the engineering industries and prices of these rose very little during 1964. Prices of ferrous materials fell by about 3 per cent.

The prices of materials used in construction and those used in housebuilding have increased each year since 1958. The rise was more marked last year, however, than in 1963.

Output prices

Prices of products of all manufacturing industry sold on the home market rose by more than 4 per cent between December 1963 and December 1964.

Table B shows the percentage change in prices of the broad sectors of industry and also the contributions of the various industry groups to the increase in the price index of home market sales of the whole manufacturing sector. The latter contributions exclude goods sold between one sector of manufacturing industry and another (apart from sales of capital goods by the engineering industries), whereas the former include these inter-sector sales. About one-third of the increase in the index of all manufactured products

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Export Services Branch Board of Trade
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Table B (i) : Output of Broad Sectors of Industry

Sector	Index Numbers 1954 = 100		
	December 1963	December 1964	Percentage Change
All manufactured products – Home market sales.	121·5	126·7*	+4·3
Food manufacturing	117·4	120·0*	+2·2
Non-food manufacturing:	122·9	127·5*	+3·7
Chemicals and allied industries	105·4	108·3*	+2·8
Iron and steel	133·9	134·7*	+0·6
Textile industries other than clothing	105·5	109·2*	+3·5
Clothing and footwear	111·2	113·3*	+1·9
Timber	113·7	119·9*	+5·5
Paper	112·4	116·1*	+3·3
New construction	126·0	129·0*	+2·4

Table B (ii) : Analysis of Index of All Manufactured Products by Industry of Origin

Industry Group	Percentage change	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+ 5·5	+2·2
Chemicals and allied industries (IV)	+ 2·3	+0·1
Metal manufactures (V)	+ 3·5	+0·1
Engineering and allied industries (VI to IX)	+ 2·7	+1·2
Textiles (X)	+ 4·4	+0·2
Clothing and footwear (XII)	+ 1·9	+0·2
Timber, furniture, etc. (XIV)	+ 5·5	+0·2
Paper, printing and publishing (XV)	+10·7	+0·8
Other manufactures (XI, XIII and XVI)	+ 2·7	+0·2
Total all manufactured products – Home market sales	+ 4·3	+5·2

was due to the rise of 5½ per cent in the output prices of the food, drink and tobacco industries. Each of the other major groups of industries contributed to the remainder of the rise in the overall index.

Year by year changes in the average prices for the output of broad sectors of industry are shown in Table 2. The rise of nearly 3 per cent in the non-food sector in 1964 was much above the annual average for the period 1954 to 1963 but the same as took place in 1961.

Output of broad sectors of industry

The index for the food manufacturing industries rose further during 1964 by some 2 per cent. Despite a temporary levelling off in the middle of 1963 and again in the first half of 1964 the index has risen quite strongly, by about 12 per cent, since the last quarter of 1961. This followed a period of three years when, minor fluctuations apart, prices were unchanged. The average level of prices in 1964 was about 3½ per cent higher than in 1963. A number of items contributed to this rise in the index, the most significant increases being in bread and meat.

The smallest change during 1964 was in the average prices of the iron and steel industry. This index rose by 30 per cent between 1954 and the last quarter of 1957, but since then, apart from a 4 per cent increase in 1961, has been virtually unchanged. The index numbers for the other broad groups of non-food industries all showed significantly bigger increases during 1964 than during the previous year.

Prices of products of the chemicals and allied industries had turned upwards in the first quarter of 1963 after declining gradually since 1959. The index rose at a faster rate (nearly 3 per cent) last year, following the broad trend of the cost of materials. There were increases in a number of items produced by these industries, amongst the largest being in soap and soapless detergents.

The index for the textile industries rose strongly (by 3½ per cent) during last year and by the end of the year was some 6 per cent up on the end of 1962. The rise during 1963 was due largely to the higher prices of wool products, reflecting the increase in raw wool prices, but the rise during 1964 was attributable to the higher prices of non-wool products, e.g. cotton cloth, rayon and acetate fabric, jute piece-goods and linen; wool products such as serge cloth were a little lower in price than at the end of 1963.

Output prices of the paper industries rose by some 3 per cent during last year, December to December. This was substantially more than the increase during 1963 and over twice the average yearly change for the previous nine years.

There was also a significantly above average increase in the output prices of the timber industry. As chart 8 shows, changes in these prices follow fairly closely changes in the cost of materials. The output index has risen by about 7½ per cent since the end of 1962, whilst in the same period the materials index rose by 8½ per cent.

Prices of the clothing and footwear group of industries rose by about 2 per cent during 1964, a small increase compared with most other broad sectors of industry. Nevertheless this was a larger increase than during 1963 and also above the longer term average. The rise last year was due to higher prices for both clothing and footwear (particularly rubber footwear); in the previous year the rise had been solely in clothing.

The costs of new construction rose by about 2½ per cent between the fourth quarter of 1963 and the fourth quarter of 1964. This was about the same size increase as during 1963, and only a little above the average for the last decade.

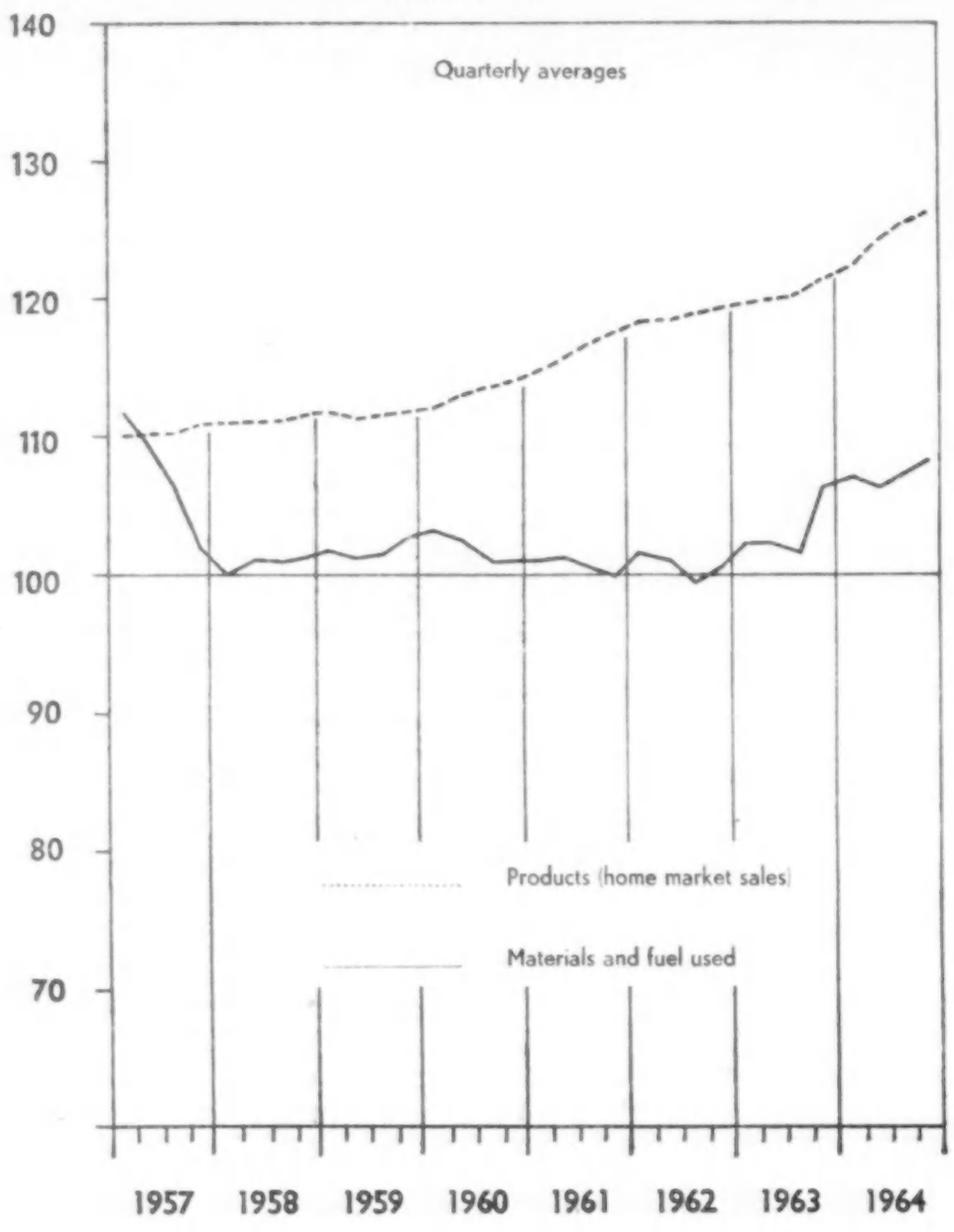
The changes in price of the 770 individual items which are used in the index for all manufactured products are analyzed by size in Table C. By item is meant a particular product such as men's raincoats; the index for each item is itself based on a number of individual quotations from different manufacturers, but it is the changes in the item index, not in the separate quotations, which are being analyzed here. Overall, prices of manufactured products were 4 per cent higher in December 1964 than in December 1963, but the changes for individual items ranged from decreases for 54 of them (7 per cent of the total) to, at the other end of the scale, increases of over 10 per cent for 45 items (about 6 per cent of the total). Between these extremes there were 24 per cent of the items which did not change at all and a further 50 per cent which showed changes clustered in the range greater than zero but less than 6 per cent. In assessing individual price changes it needs to be remembered that, in many cases, the interval since the previous increase is longer than a year; for example, a price increase of 5 per cent after an interval of 18 months since the previous increase is equivalent to an annual rate of increase of a little over 3 per cent.

Table C. Analysis of output price changes by size of change in 1964

Industry Group	Total number of items in index	Items which have not changed		Items which have increased		Items which have increased by						Items which have decreased	
		Number	Per cent of total	Number	Per cent of total	Under 2%	2% but under 4%	4% but under 6%	6% but under 8%	8% but under 10%	10% and over	Number	Per cent of total
Chemicals and Allied Industries (IV)	89	21	23·6	55	61·8	10	12	10	7	3	13	13	14·6
Metal Manufactures (V)	28	13	46·4	14	50·0	5	4	1	2	—	2	1	3·6
Engineering and Allied Industries (VI to IX)	339	40	11·8	285	84·1	91	78	59	27	14	16	14	4·1
Textile Industries other than clothing (X)	79	11	13·9	53	67·1	7	12	15	10	4	5	15	19·0
Clothing and Footwear (XII)	45	7	15·6	35	77·8	18	13	3	—	—	1	3	6·6
Timber, Furniture, etc. (XIV)	40	8	20·0	27	67·5	4	9	3	3	5	3	5	12·5
Paper, Printing and Publishing (XV)	33	18	54·5	15	45·5	2	5	2	1	3	2	—	—
Other Manufactures (XI, XIII and XVI)	117	67	57·3	47	40·2	5	16	12	6	5	3	3	2·5
TOTAL – All Manufactured Products (other than food, drink and tobacco)	770	185	24·0	531	69·0	142	149	105	56	34	45	54	7·0

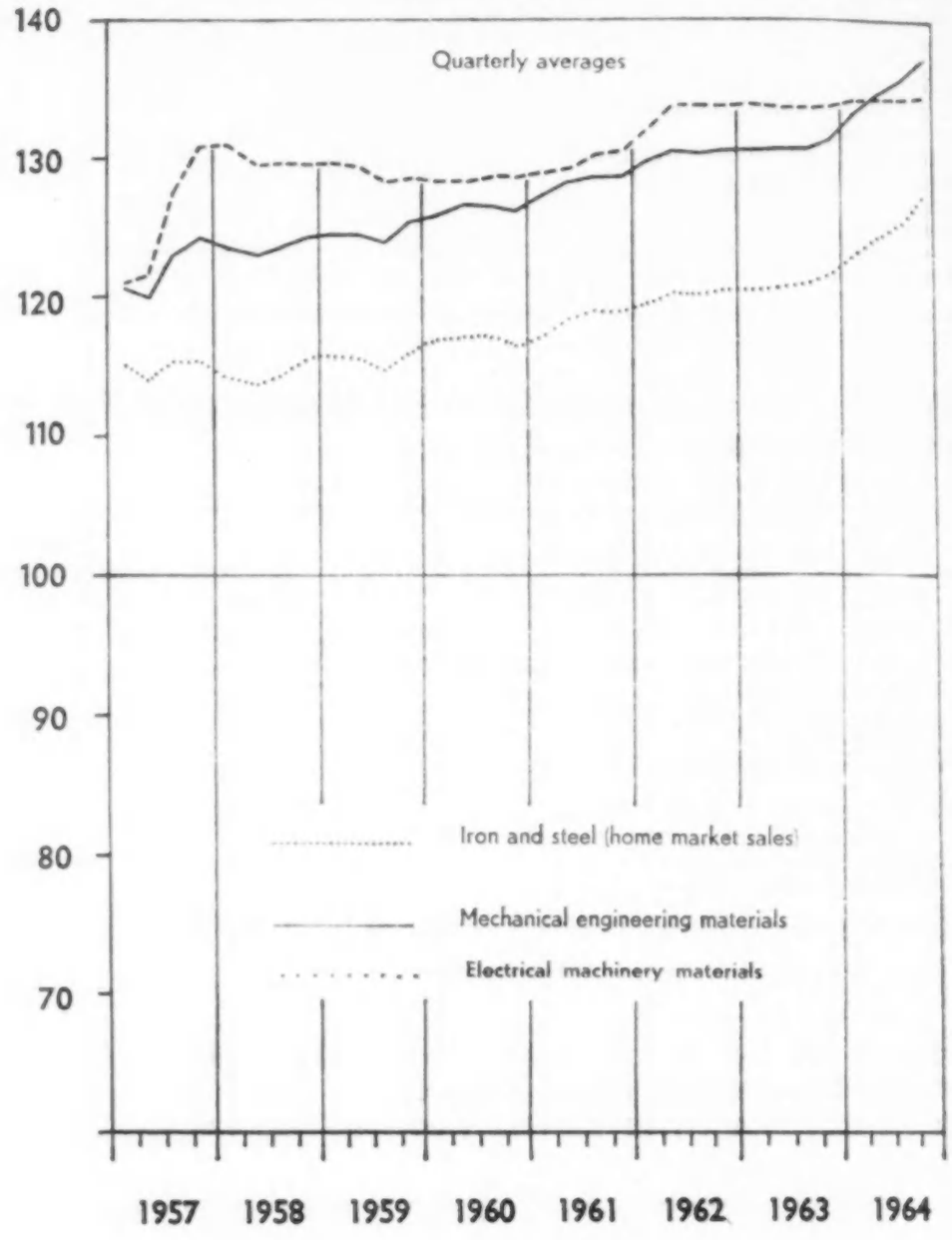
ALL MANUFACTURING INDUSTRY

CHART 2



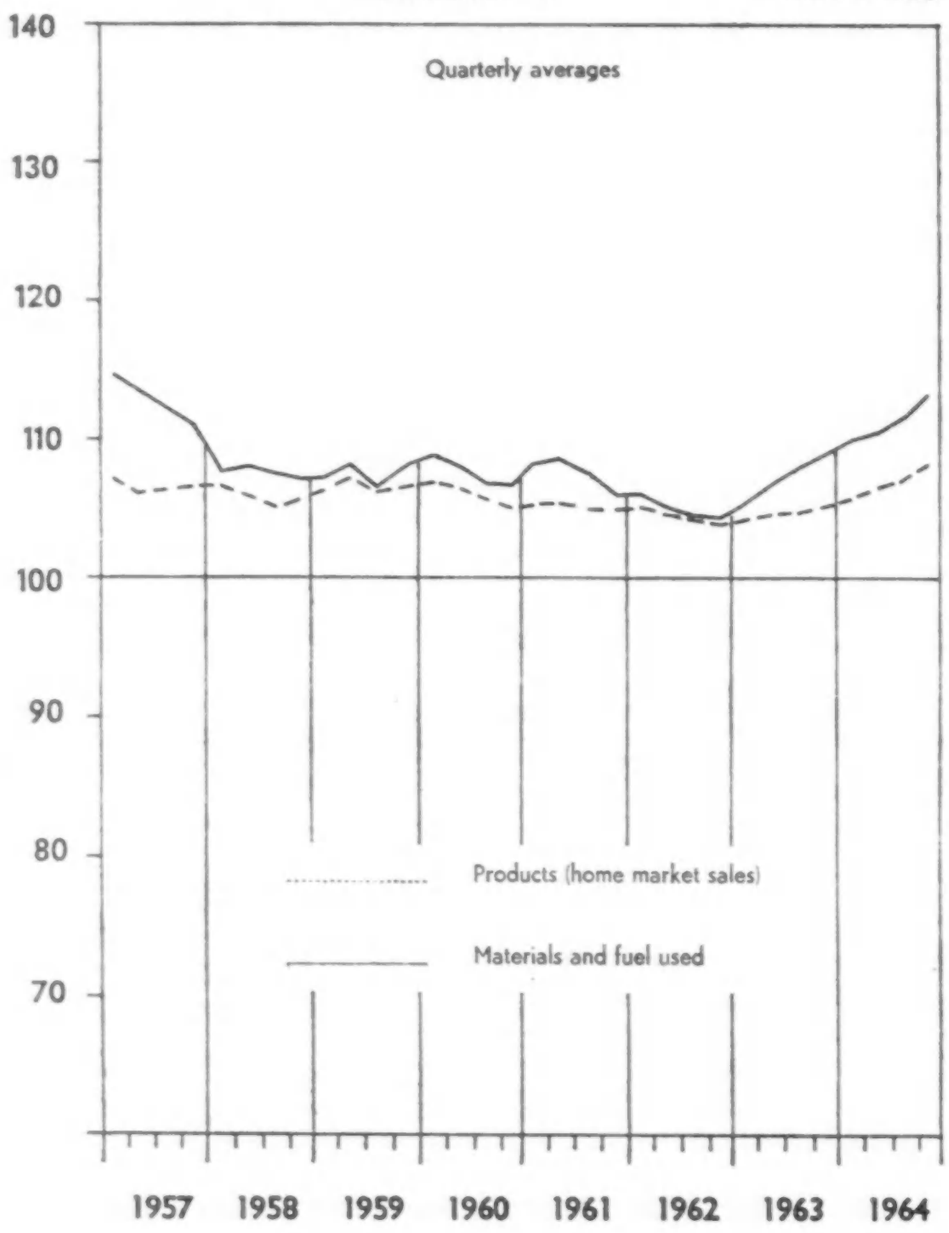
ENGINEERING MATERIALS IRON AND STEEL INDUSTRY

CHART 3



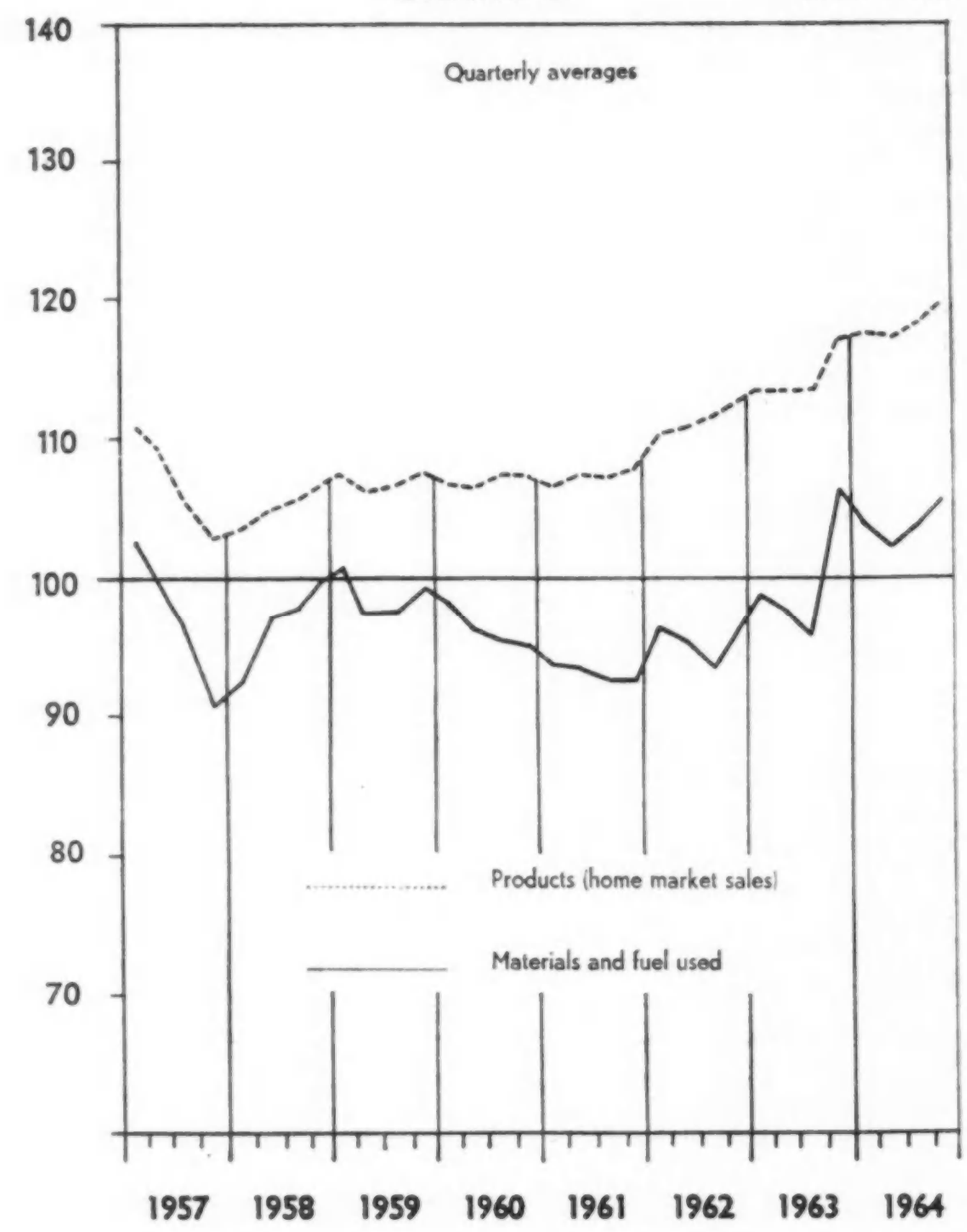
CHEMICALS AND ALLIED INDUSTRIES

CHART 4



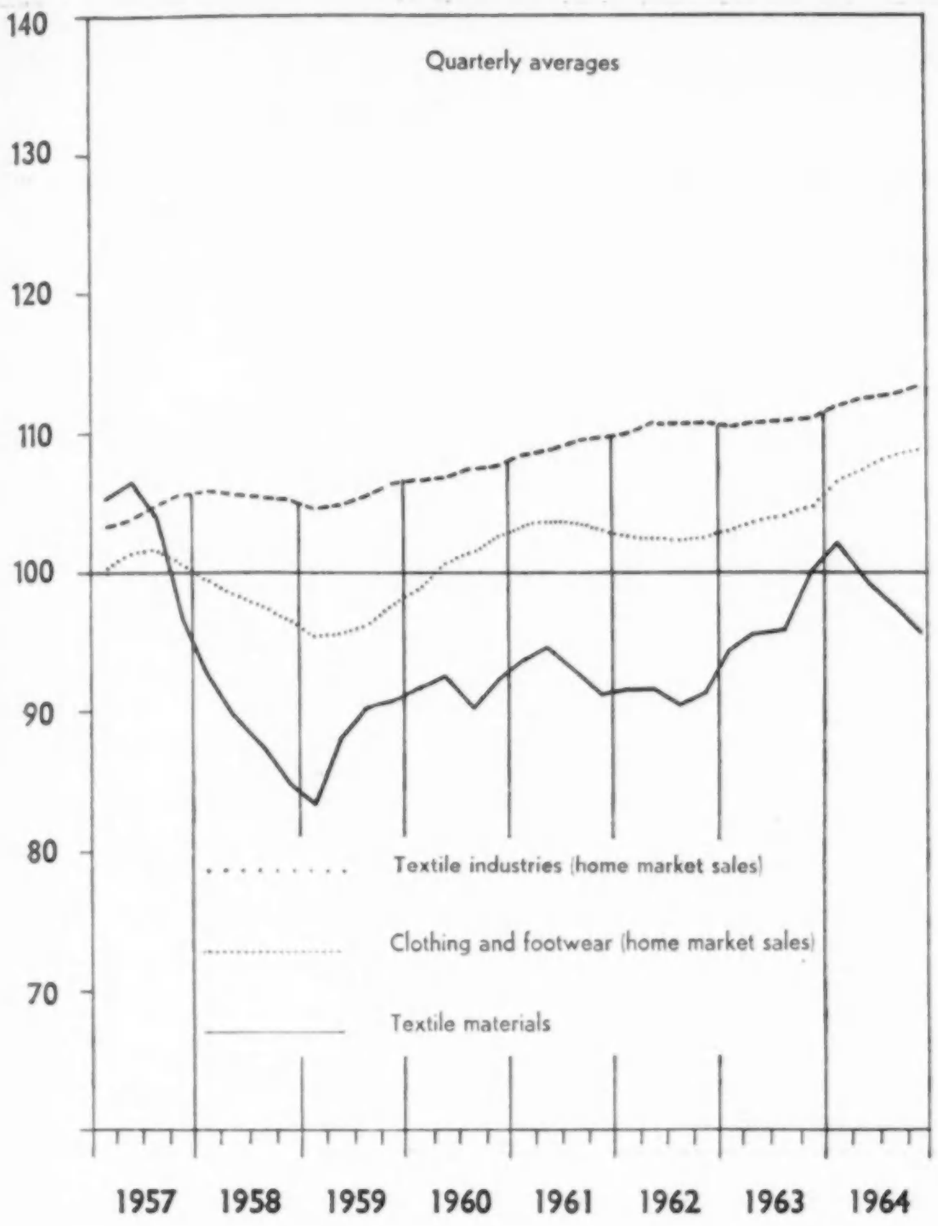
FOOD MANUFACTURING INDUSTRIES

CHART 5



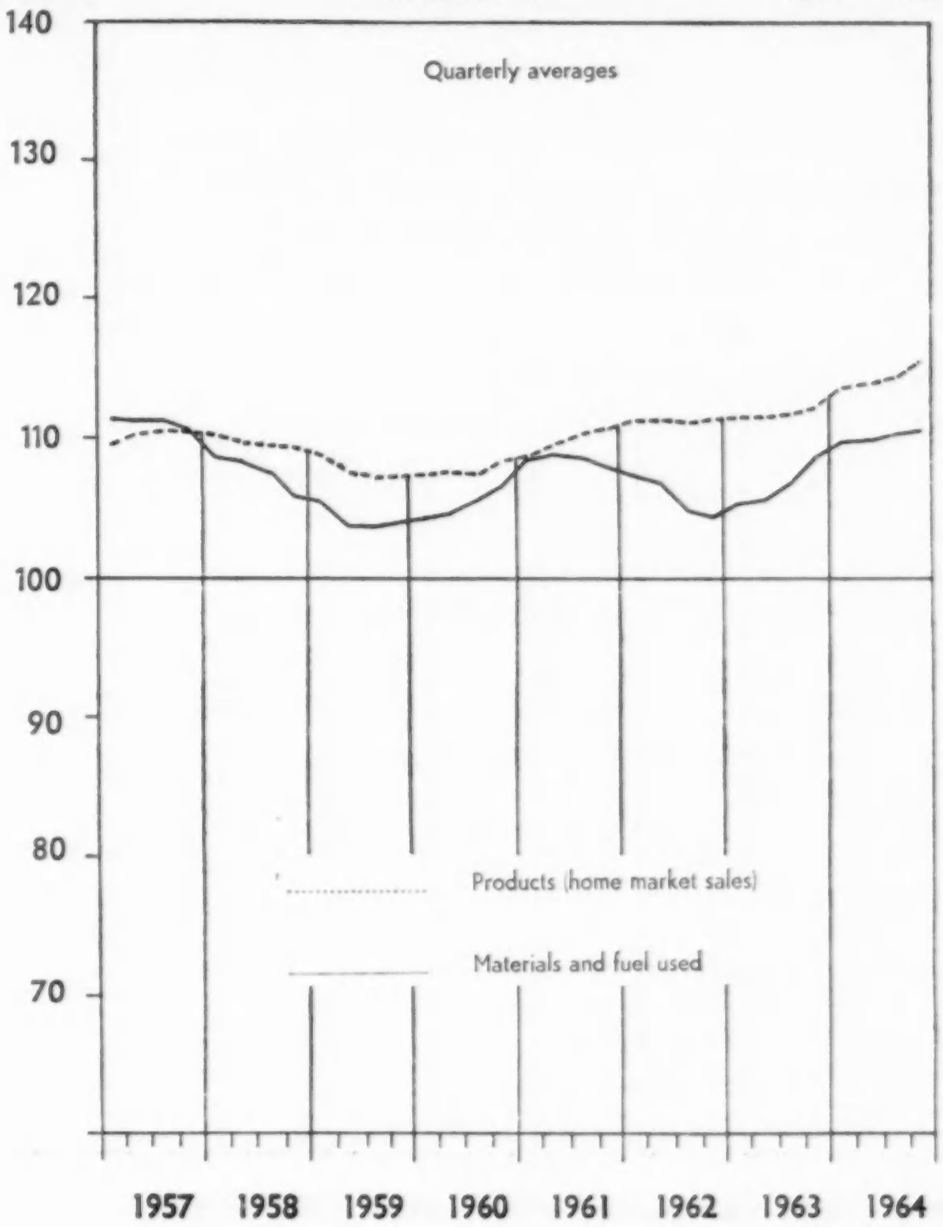
TEXTILE AND CLOTHING INDUSTRIES

CHART 6 1954 = 100



PAPER INDUSTRIES

CHART 7 1954 = 100

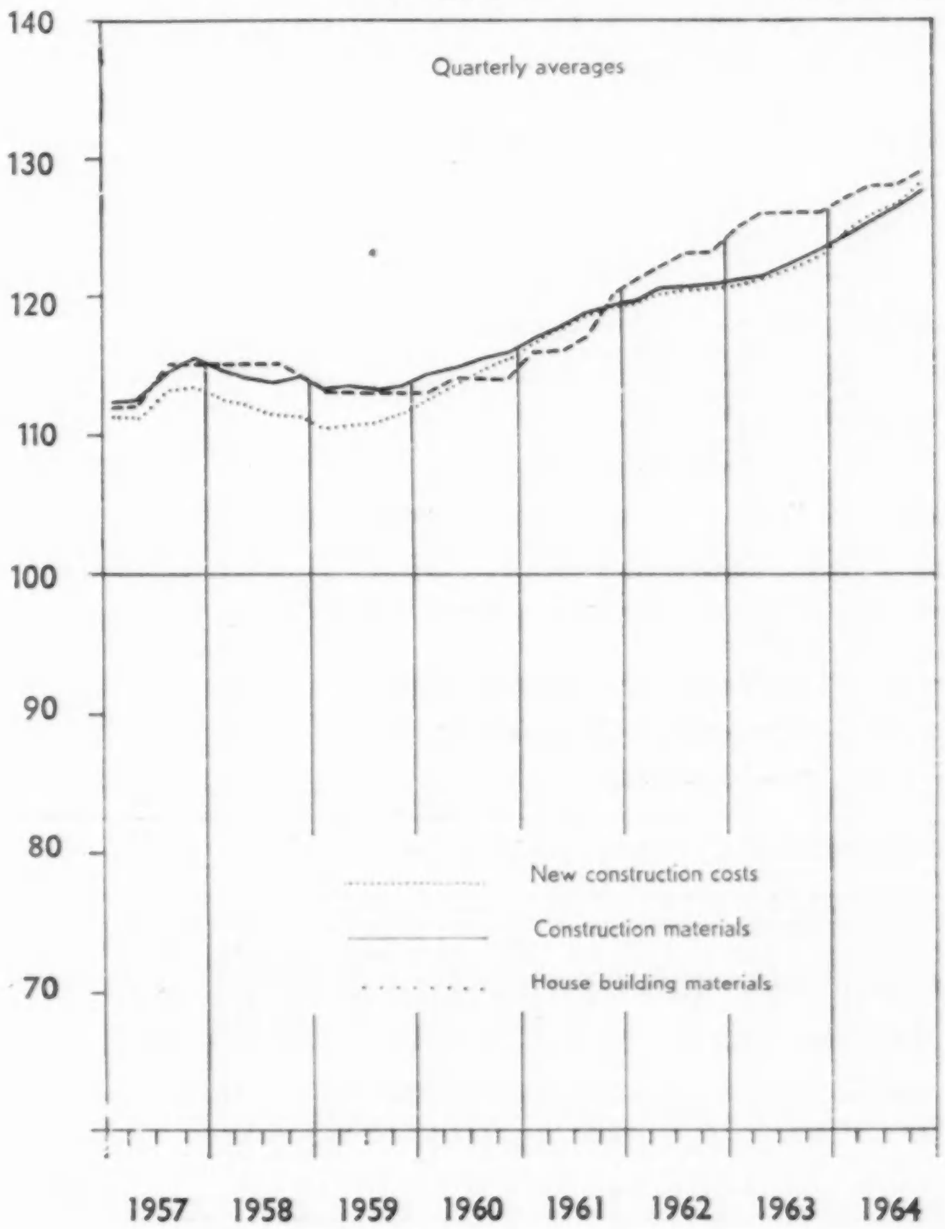


TIMBER INDUSTRIES

CHART 8 1954 = 100

BUILDING AND CIVIL ENGINEERING

CHART 9 1954 = 100



WHOLESALE PRICE INDICES

1. Materials purchased by broad sectors of industry—1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage changes					
		1959	1960	1961	1962	1963	1964	1958-1959	1959-1960	1960-1961	1961-1962	1962-1963	1963-1964
Order III to XVI	Basic materials and fuel used in manufacturing industry	101·7	101·8	100·6	100·6	103·0	107·0*	+0·9	+0·1	—1·2	0·0	+2·4	+3·9
	Basic materials	98·4	98·5	96·4	95·9	98·5	102·9*	+1·3	+0·1	—2·1	—0·5	+2·7	+4·5
	Fuel	127·5	127·6	133·0	136·5	137·8	138·2*	—1·2	+0·1	+4·1	+2·6	+1·0	+0·3
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	103·4	104·5	104·4	103·0	104·5	108·6*	+0·6	+1·1	—0·1	—1·3	+1·5	+3·9
	Basic materials other than fuel	99·2	100·5	99·4	97·1	98·7	103·4*	+1·0	+1·3	—1·1	—2·3	+1·6	+4·8
211 to 229	Materials and fuel used in the food manufacturing industries	98·6	96·1	93·0	95·3	99·6	103·8*	+2·0	—2·4	—3·2	+2·5	+4·5	+4·2
263 to 277	Materials and fuel used in the chemicals and allied industries	107·5	107·5	107·5	104·8	107·2	112·1*	+0·2	0·0	0·0	—2·5	+2·3	+3·8
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries	124·5	126·2	128·1	130·1	130·8	135·2*	+0·8	+1·4	+1·5	+1·6	+0·5	+3·4
361	Materials and fuel used in the electrical machinery industry	115·6	116·9	118·3	120·0	120·9	124·9*	+1·0	+1·1	+1·2	+1·4	+0·8	+3·3
Order X	Materials and fuel used in the textile industries	88·1	91·6	92·9	91·3	96·6	98·7*	—0·7	+4·0	+1·4	—1·7	+5·8	+2·2
Order XIV	Materials and fuel used in the timber industries	100·9	107·9	111·3	109·2	109·9	115·1*	—3·3	+6·9	+3·2	—1·9	+0·6	+4·7
Order XV	Materials and fuel used in the paper industries	104·1	105·2	108·4	105·8	106·5	110·1*	—3·1	+1·1	+3·0	—2·4	+0·7	+3·4
Order XVII	Construction materials	113·4	115·1	118·2	120·4	121·9	125·8*	—0·7	+1·5	+2·7	+1·9	+1·2	+3·2
Part of Order XVII	House building materials	111·0	114·0	118·0	120·2	121·7	126·2*	—0·8	+2·7	+3·5	+1·9	+1·2	+3·7

2. Output of broad sectors of industry—1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage changes					
		1959	1960	1961	1962	1963	1964	1958-1959	1959-1960	1960-1961	1961-1962	1962-1963	1963-1964
Orders III to XVI	All manufactured products:												
	Total sales	111·4	113·1	115·7	118·0	119·8	123·6*	+0·4	+1·5	+2·3	+2·0	+1·5	+3·2
	Home market sales	111·5	113·0	116·0	118·6	120·2	124·4*	+0·4	+1·3	+2·7	+2·2	+1·3	+3·5
Order IV to XVI	Products of manufacturing industries, other than food, drink and tobacco:												
	Total sales	113·3	115·4	117·9	119·4	121·1	124·2*	+0·5	+1·9	+2·2	+1·3	+1·4	+2·6
	Home market sales	114·2	116·0	119·1	120·6	122·0	125·4*	+0·8	+1·6	+2·7	+1·3	+1·2	+2·7
211 to 229	Products of the food manufacturing industries:												
	Home market sales	106·9	106·9	107·2	111·1	114·2	118·1*	+1·9	0·0	+0·3	+3·7	+2·8	+3·4
263 to 277	Chemicals and allied industries:												
	Total sales	105·3	104·4	103·1	102·6	103·3	105·4*	+0·7	—0·9	—1·2	—0·5	+0·7	+2·0
	Home market sales	106·6	106·0	105·1	104·5	104·6	106·9*	+0·9	—0·6	—0·8	—0·6	+0·1	+2·1
311 and 312	Iron and steel industries:												
	Total sales	125·4	125·6	126·1	128·7	128·8	129·3*	—1·8	+0·2	+0·4	+2·1	+0·1	+0·4
	Home market sales	129·0	128·5	129·7	133·3	133·7	134·3*	—0·7	—0·4	+0·9	+2·7	+0·3	+0·4
Order X	Textile industries other than clothing:												
	Total sales	96·5	101·4	104·3	103·8	105·7	110·1*	—2·4	+5·0	+2·9	—0·5	+1·8	+4·2
	Home market sales	96·0	100·8	103·3	102·5	103·9	107·9*	—1·9	+5·0	+2·5	—0·8	+1·4	+3·8
Order XII	Clothing and footwear: Home market sales	105·2	107·1	108·9	110·4	110·7	112·6*	—0·3	+1·8	+1·7	+1·4	+0·3	+1·7
Order XIV	Timber industries: Home market sales	104·9	108·0	110·4	112·1	112·4	117·3*	—1·5	+3·0	+2·2	+1·5	+0·3	+4·4
481 to 483	Paper industries: Home market sales	107·6	107·6	109·8	111·0	111·6	114·3*	—1·9	0·0	+2·0	+1·1	+0·5	+2·4
Order XVII	New construction†	113	114	118	122	126	128*	—1·7	+0·9	+3·5	+3·4	+3·3	+1·6

* Provisional figure. † Index of building costs.

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3. (a) Commodities produced in the United Kingdom—1954 = 100

1958 Standard Industrial Classification References		Annual Averages 1961	1962	1963	1964
PRODUCTS OF MINING AND QUARRYING:					
101	Coal	144·9	151·8	153·7	154·4*
	Domestic coal	147·4	158·2	163·6	164·6*
102/1	Granite chippings	115·7	118·5	121·0	126·1*
102/2	Slates	140·3	147·5	156·7	168·2*
109/3	Salt	107·7	114·0	114·1	112·5
FOOD, DRINK AND TOBACCO:					
211/1	Flour	108·3	112·5	112·5	119·3
216	Sugar, refined	108·8	114·4	124·1	128·0
217	Chocolate and sugar confectionery	101·8	104·3	106·6	108·1*
231	Beer	96·5	102·2	106·3	114·3*
240	Tobacco and cigarettes	120·6	126·8	126·8	134·7
CHEMICALS AND ALLIED PRODUCTS:					
261	Hard coke	163·8	164·0	164·0	164·0*
262	Motor spirit, standard grade (including duty)	105·6	109·4	109·4	111·2*
262	Medium fuel oil (950 secs.)	133·9	139·4	138·9	138·9
263	Lubricating oils and greases	119·9	125·7	128·0	129·1*
271/1	Dyestuffs	106·7	106·4	105·8	105·7*
271/2	Disinfectants	113·9	114·7	117·3	119·2
271/2	Fertilizers‡	109·1	105·7	103·5	103·6*
271/2	Insecticides, weed killers and fungicides	89·7	89·7	87·5	88·3
271/3	General chemicals	103·9	101·7	99·5	100·2*
	Acetic acid, B.S.S. 576 – 1950	106·6	100·4	96·0	95·1*
	Acetone, B.S. 509 – 1950	87·1	81·2	71·3	69·7
	Aluminium sulphate (14 per cent Al_2O_3).	111·4	111·4	111·4	112·9
	Barium carbonate, precipitated 98/99 per cent in powder form.	105·1	105·1	105·1	105·1
	Barium chloride, fine crystals, 98/99 per cent.	106·5	106·5	98·9	99·9*
	Benzole, pure, B.S.S. 135A – 1950	107·9	111·0	106·9	103·8*
	Butanol, B.S.S. 508 – 1950	85·4	84·4	79·2	75·8
	Calcium carbide, B.S.S. 642 – 1951	119·5	119·5	119·5	119·5
	Caustic soda liquor, 100 TW.	121·0	118·3	118·3	118·3
	Dichromate of potash	120·3	120·3	120·3	120·3
	Ethyl alcohol, industrial B.S.S. 507 – 1933.	137·2	130·3	138·7	148·5
	Hydrogen peroxide, 130 vol.	87·9	87·9	87·9	87·9
	Liquid chlorine, pure	97·0	93·5	89·2	89·2
	Methanol, refined	95·3	88·1	79·2	79·2
	Nitric acid, concentrated, 95/96 per cent.	107·6	107·6	100·2	96·7
	Pharmaceutical chemicals	80·3	70·7	66·0	65·8*
	Phenol	97·4	75·6	70·1	68·4
	Phosphorus, 99·9 per cent pure, specific gravity 1·82, melting point 44·1°C.	103·0	103·0	103·0	103·0
	Phthalic anhydride	120·6	88·2	72·0	72·0
	Pigments and earth colours, inorganic.	116·1	117·3	121·4	135·3
	Salicylic acid, technical or commercial grade.	93·7	96·6	96·6	96·6
	Soda ash, light (delivered)	116·8	122·6	122·6	128·1
	Soda ash, light, f.o.r. works	117·0	117·9	117·9	124·2
	Sodium cyanide, 96/98 per cent standard quality.	109·4	109·4	105·8	104·9
	Sodium sulphide, solid, 60/62 per cent.	121·0	125·4	125·4	125·4
	Sulphuric acid, B.O.V.	97·2	97·2	95·6	92·0
	Titanium dioxide, 'Anatase' type	121·2	121·3	121·4	121·2
	Titanium dioxide, 'Rutile' type	113·6	113·7	115·4	116·9
	Trichlorethylene, metal degreasing	107·1	107·1	107·1	107·1*
	Tri-tolyl phosphate	107·2	103·1	100·8	100·6
	Urea, technically pure	99·6	99·6	87·4	87·4
	Pharmaceutical preparations	98·1	98·5	98·2	99·5*
272/1	Toilet preparations	119·1	123·8	129·0	132·7*
272/2	Explosives, private sector only, including sporting ammunition, permitted explosives and electric detonators.	112·2	118·2	120·0	123·9
273	Paint for building and decorating	110·5	112·9	113·4	115·3*
274	Soap	129·9	134·1	135·3	141·0*
275/2	Soapless detergents	100·7	98·8	100·7	103·0*
	Candles	110·0	110·0	110·0	110·0
	Glycerine	78·8	64·5	59·9	62·2
	Synthetic resins and plastic materials	81·4	78·1	77·1	76·3*
276	Amino-plastics: urea-formaldehyde moulding powder	99·8	99·8	99·8	99·8*
	Cellulose acetate sheet, commercial clear transparent.	104·9	104·9	104·9	104·9
	Phenolic and cresylic plastics: laminated materials	101·0	101·6	101·3	101·3
	Phenolic and cresylic plastics: moulding powders.	104·4	102·6	101·8	101·8
	Polystyrene moulding powders	61·3	56·3	55·1	52·1
	Polyvinylchloride-Geon polymer 101.	84·4	75·4	†74·4	74·4
	Polyvinylchloride-granular polymer	77·1	71·1	70·0	68·9
277/1	Polishes	128·0	144·8	149·1	151·6
IRON AND STEEL AND OTHER METALS:					
311/2	Steel sheets	126·7	132·7	132·9	133·5
311/2	Tinplate	114·5	119·8	120·0	121·3
311/2	Other steel goods (excluding tubes)	129·9	133·0	133·4	133·8
312	Steel tubes	133·9	137·9	138·8	140·8
313/3 and 313/4	Iron castings	139·7	142·0	143·0	145·8*
321	Aluminium and aluminium alloy products:				
	Extruded and drawn	132·1	132·3	132·8	141·9
	Rolled	132·3	124·3	123·4	132·6
	Castings	128·7	128·2	132·1	138·7
	Forgings	127·6	128·7	128·9	135·0
332	Brass ingots, 65/35, B.S.S. 1400 : B. 3 delivered.	104·7	99·2	96·5	124·2

* Provisional figure. † Revised figure. ‡ This index relates to market prices after early delivery rebates have been deducted; it does not take account of subsidies paid to farmers.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

WHOLESALE PRICE INDICES

3 (a)—*continued*

1958 Standard Industrial Classification Reference		Annual Averages 1961	1962	1963	1964
SCIENTIFIC AND SURGICAL INSTRUMENTS, ETC.					
351/1	Photographic paper and films, etc..	117·5	118·9	123·7	125·6
	Cinematograph film (raw stocks).	123·3	123·7	126·3	129·1
351/3	Spectacles, etc.	112·8	119·3	122·3	125·7
	Complete spectacles (National Health Service).	114·3	121·3	125·1	129·3
	Complete spectacles (other than National Health Service).	108·4	115·9	117·4	119·5
351/4	Dental goods	123·7	127·1	130·6	135·8*
	Teeth, plastic	101·6	100·3	101·5	104·3*
	Teeth, porcelain . . .	109·2	110·7	111·8	116·3
	Dental equipment . . .	143·3	147·9	153·3	163·7*
	Hand instruments . . .	139·8	146·9	150·7	153·3
ELECTRICAL GOODS					
364/2	Gramophone records . . .	131·1	117·2	134·5	138·5
365	Domestic electrical appliances .	102·0	101·4	99·7	101·1*
	Electric vacuum cleaners .	105·1	109·1	111·1	113·7
	Electric cookers . . .	112·4	112·8	113·5	113·9
	Electric fires	106·5	106·2	108·0	115·7
	Electric refrigerators. . .	85·9	78·4	70·9	68·6
	Electric washing machines .	103·4	102·3	97·4	99·2
OTHER METAL GOODS					
389	Perambulators, etc. . . .	116·5	120·1	122·4	124·3
391	Tools and implements . . .	130·5	136·0	138·1	144·5*
392	Cutlery	127·1	128·1	130·1	132·2*
	Cutlery (other than razors and razor blades).	122·9	121·8	126·8	132·7
	Razor blades	132·7	135·2	135·8	135·8*
396	Spoons and forks . . .	127·0	135·0	141·8	148·4
399/6	Domestic hollow-ware . . .	136·0	138·4	139·3	146·6
399/6	Galvanized cisterns, tanks and cylinders.	132·7	143·5	149·0	159·7
399/7	Domestic gas appliances . .	108·0	109·1	110·5	111·6
TEXTILES					
411	Rayon and acetate filament and staple fibres.	102·5	102·8	102·8	104·1
412	Cotton yarn	98·8	90·4	89·3	94·9
	Spun from American type cotton	98·0	90·2	89·0	92·7
	Spun from Egyptian type cotton.	100·1	90·8	89·8	98·5
412	Spun rayon yarns . . .	99·1	91·8	94·6	103·6*
412	Irish linen yarns (wetspun) . .	101·2	101·9	113·6	133·8
413	Cotton cloth	106·6	96·8	95·3	100·7*
413	Rayon and acetate fabric . .	114·3	112·8	111·1	115·5*
413	Linen.	103·1	105·0	114·0	127·9*
	Light linen	106·3	108·4	118·0	134·4
	Heavy linen	92·1	93·0	100·5	105·6
414/1	Wool tops	78·6	78·3	89·6	91·5
414/2	Worsted yarns	89·1	89·0	97·1	98·7
414/5	Harris tweed	93·7	99·0	103·7	108·3
414/5	Serge cloth	90·0	90·6	96·7	101·7
414/6	Pressed wool felt . . .	104·0	105·0	105·0	106·0
415	Jute yarn	138·8	108·9	104·6	113·2
415	Jute piece-goods	130·7	108·3	108·2	118·0
416	Rope, twine and net . . .	112·9	111·3	121·1	128·1
	Cordage, cables, ropes and twines of textile materials.	112·3	110·7	120·9	128·1
	Nets and netting . . .	116·4	115·6	123·8	128·7
417	Hosiery and other knitted goods .	95·0	95·5	96·0	98·9*
418	Lace	92·8	93·2	94·0	95·6
419	Carpets and rugs . . .	113·8	116·8	119·3	127·5
	Carpets	113·7	116·8	119·2	127·5
	Mohair and pile fabric rugs .	116·2	117·9	121·7	126·0*
421	Narrow fabrics	112·6	113·2	113·4	115·4*
422/2	Canvas goods and sacks . .	107·7	110·1	102·6	99·5*
429/2	Coir and sisal mats and matting .	120·6	136·7	142·6	148·8
LEATHER AND LEATHER GOODS					
431/1	Leather for footwear . . .	107·2	105·2	104·5	105·5
432	Travel goods	116·9	117·6	119·1	124·6
432	Goods of leather or substitute materials, other than travel goods.	115·0	118·8	123·4	135·9
	Ladies' handbags . . .	106·4	111·1	116·6	130·9
	Leather wallets . . .	120·6	122·2	127·2	141·7
	Leather straps and belts . .	132·6	135·8	137·3	142·9
CLOTHING AND FOOTWEAR					
441-449	Made-up clothing . . .	108·2	109·5	109·8	111·7*
441	Weatherproof outerwear . .	100·9	102·0	102·0	102·6*
442	Men's and boys' tailored outerwear	110·4	111·2	111·5	113·4*
443	Women's and girls' tailored outerwear	104·8	107·1	107·8	110·1*
445/1	Women's and girls' light outerwear	105·8	107·7	108·5	110·0*
446/1	Felt hats	124·0	128·4	131·0	135·9
450	Footwear (excluding rubber). .	110·1	112·0	112·2	113·4*
BRICKS, POTTERY, GLASS, CEMENT, ETC.					
461/1	Refractory goods, including bricks.	136·5	139·6	144·9	145·8
461/2	Non-refractory goods, including bricks.	121·7	122·7	125·0	129·0*
	Building bricks, common, other than fletton, ex-works.	123·9	124·3	126·4	131·8*
	Building bricks, fletton, common, delivered.	117·1	115·8	117·5	119·3
462/1	Electrical porcelain . . .	119·8	123·1	124·9	129·1
462/2, 462/3	Domestic china and earthenware‡ .	127·3	132·7	136·0	140·1
463/1	Glass (other than containers) .	124·3	128·5	130·3	133·6*
463/2	Glass containers‡ . . .	118·9	122·3	118·4	120·9
464	Cement, delivered . . .	118·1	120·0	122·2	124·5
469/1	Abrasive paper and cloth . .	122·8	123·5	127·3	128·7
469/2	Cast stone and cast concrete products	106·2	109·0	†109·5	113·5
TIMBER, FURNITURE, ETC.					
471/1	Home-grown hardwood‡ . .	97·8	97·6	100·1	103·0*
471/2	Joinery	112·9	118·3	119·6	128·2*
472	Domestic furniture . . .	113·7	116·5	116·5	119·8*
473	Bedding, etc.	105·9	109·0	109·1	112·0
475/1	Beer casks (18-gallon capacity) .	103·1	103·0	100·2	98·2
475/2	Wooden boxes, packing cases and crates, etc.	113·8	114·2	115·5	119·4*
479/1	Cork sheet	89·0	91·0	94·2	94·1

* Provisional figure.
† Revised figure.
‡ Revised series † 1963

(*Continued on page* 409)

British commercial representatives overseas

NOTE: As described in the article published in the Board of Trade Journal on January 1 (pages 3 and 4), the functions and overseas posts of the Foreign Service, Commonwealth Service and Trade Commission Service were unified in the Diplomatic Service on January 1, 1965. Commercial officers in Commonwealth countries are, however, still shown as Trade Commissioners in the list of British Commercial Representatives given below; the new titles will be published as soon as possible.

It is strongly recommended that all commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Telex – 25977. A great deal of overseas commercial information is on record and can be supplied immediately.

When travelling on business overseas a call on the nearest British Commercial Officer will be of considerable assistance to you, and prior notice of your visit given to the Board of Trade will enable him to prepare in advance the information which you need. The list is not exclusive but gives the names and addresses of full-time representatives in charge of offices.

The Board of Trade publishes a series of booklets 'Hints to Businessmen' for most of the countries listed. Copies may be obtained free of charge by British businessmen who intend visiting any of the countries on export business, on application to the nearest Regional Office, or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146). (Telex 25977).

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 463).

C.G.=Consulate-General, C=Consulate, and V.C.=Vice-Consulate. Unless otherwise indicated, the telegraphic address of the following posts are:
(i) for Embassies and Legations – 'Prodrome', followed by the relevant town name;
(ii) for Consulates-General, Consulates and Vice-Consulates – 'Britain', followed by the relevant town name.

AFGHANISTAN – Mr. G. F. Rance, Third Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, First Secretary (Commercial), Commercial Department, British Embassy, 7, Chemin des Glycines, ALGIERS. (Tel. 60.16.40, 60.00.91, 60.32.70 and 60.42.70).

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British Embassy, Edificio Britanico, Calle Reconquista 314. BUENOS AIRES. (Tel. 49-6681-7, 7 lines.) (Telex BA 350 a/b Prodroba).

AUSTRIA – Mr. E. Sniders, M.B.E., H.M. Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, VIENNA 3. (Tel. 73.15.75/6/7.)
INNSBRUCK (C.) – Erlerstrasse 17/1. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold C.M.G., O.B.E., The Senior British Trade Commissioner in Australia, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.') (Tel. 7.2211.)
CANBERRA – Mr. H. W. Woodruff, British Trade Commissioner, Commonwealth Avenue, Canberra, A.C.T. ('Senbricom, Canberra.') (Tel. 7.2211.)
SYDNEY – Mr. M. J. Marshall, The Principal British Trade Commissioner, London Assurance House, 20, Bridge Street, Sydney. ('Combritto, Sydney.') (Tel. 27-7521.)
MELBOURNE – Mr. S. C. Stout, The Principal British Trade Commissioner, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('Combrit, Melbourne') (Tel. 67-7254, 67-8601 (9 lines.))
BRISBANE – Mr. A. Vine, The British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel: 2-2307.)
PERTH – Mr. B. A. F. Pennock, The British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel: 21-5128/9.)
ADELAIDE – Mr. L. A. C. Newns, The British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide. ('Britoncom, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

BELGIUM – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 2 rue de Spa, BRUSSELS 4. (Tel. 13.18.50) (Telex 2026-221937 a/b Prodrome Brussels).
ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40: 32.88.29.)
[There are also Honorary Consuls at Ghent and Liége who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.
GHENT (Hon. C) –)Monsieur F. Meyvaert, Dok 58, Ghent. (Tel. (09) 25.54.27 or 25.29.96).
LIEGE (Hon. C) – Monsieur J. M. Delfosse, 45, Rue Beeckman, Liége. (Tel. (04) 23.58.31/2.)

BOLIVIA – Mr. A. E. Palmer, Second Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, Casilla 694, LA PAZ. (Tel. 29400 to 29404.)

BRAZIL – Mr. J. H. Wardle-Smith, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.) (Telex 337 a/b Prodrome Rio).
SAO PAULO (C.G.) – Mr. J. R. Cotton, C.M.G., O.B.E., H.M. Consul-General, British Consulate-General, Caixa Postal 846 (for mail): Rue Conselheiro Crispiniano, 72-4 (4° Andar) (for visitors), SAO PAULO. (Tel. 35-4131.)

BRITISH GUIANA – Mr. A. S. Payne, The Assistant British Trade Commissioner, 44 Main Street. P.O. Box 625, GEORGETOWN ('UK Information, Georgetown, British Guiana'.) Tel. 2881.)

BULGARIA – Mr. C. L. Nash, Second Secretary (Commercial) and Vice-Consul, British Embassy, Boulevard Marshal Tolbukhin 65, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – Mr. J. S. Bennett, C.V.O., C.B.E., H.M. Ambassador, British Embassy, Boite Postale 1750. BUJUMBURA. (Tel. Bujumbura 2105.)

CAMBODIA – British Embassy, PHNOM PENH.
[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMEROON, FEDERAL REPUBLIC OF – Mr. N. Morton, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDE. (Tel. 31-92.)
BUEA (C) – Mr. J. J. Balmain, H.M. Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 119.)

CANADA – Mr. A. Currall, The Senior British Trade Commissioner in Canada, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).
OTTAWA – Mr. S. Stewart, M.C., British Trade Commissioner, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).
MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal. 2. P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)
TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, 200 University Avenue, Toronto 1, Ont. ('Toroncom, Toronto.') (Tel. 362-1223.)
VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner. Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.') (Tel. 681-8381.)
WINNIPEG – Mr. G. H. Husted, The British Trade Commissioner, 4th Floor, 333 Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg.') Tel. 942-3153).
EDMONTON – Mr. W. C. Hodgkins, British Trade Commissioner, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. 424-0481).
REGINA – Mr. D. Montgomery, Office of British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. 517-6459 and 527-6350.)
ATLANTIC PROVINCES – Mr. G. R. Latham, The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax Novia Scotia ('Halicom, Halifax') (Tel. 422-7488-9).

CENTRAL AFRICAN REPUBLIC – There is no British Commercial Representative in the Central African Republic. Enquiries (which should clearly indicate that they refer to the Central African Republic) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave du 28 Aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CEYLON – Mr. J. F. Saunders, M.B.E., The Principal British Trade Commissioner in Ceylon, P.O. Box 745, 2nd Floor, Hongkong Bank Building, COLOMBO 1. ('Tradcom, Colombo.') (Tel. 7298/9.)

CHAD – There is no British Commercial Representative in Chad. Enquiries (which should clearly indicate that they refer to Chad) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave 28 Aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-5.)

CHINA – Mr. T. Peters, Counsellor (Commercial), Office of the British Charge d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931/5.)
[All commercial enquiries should be addressed to Peking.]

COLOMBIA – Mr. M. K. O. Simpson-Orlebar, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, BOGOTA. (Tel. 411051 and 433203.)

CONGO REPUBLIC (FORMERLY FRENCH CONGO) – Mr. T. Empson, First Secretary and Consul, British Embassy, Ave du 28 Aout 1940. Boite Postale 178. 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

CONGO, DEMOCRATIC REPUBLIC OF (FORMERLY BELGIAN CONGO) – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049. LEOPOLDVILLE. (Tel. 3484/5/6/7.)
ELIZABETHVILLE (C) – British Consulate, Boulevard Elizabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 49 a/b Britain EVL).

COSTA RICA – Mr. L. J. Dawson, First Secretary and Consul, British Embassy. Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 5286.)

CUBA – Mr. J. A. Thompson, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, 9° Piso, Capdevila 101-103 (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. J. L. Beaven, The British Trade Commissioner, P.O. Box 1978, Alexander Pallis Street, NICOSIA. ('Tradcom, Nicosia'). (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. M. R. Melhuish, First Secretary (Commercial), British Embassy. Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/8/9, 533340.)

DAHOMEY, REPUBLIC OF – There is no British Commercial Representative in Dahomey. Inquiries (which should clearly indicate that they refer to Dahomey) should be addressed to:–
The Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.)

DENMARK – Mr. P. D. Stobart, M.B.E., H.M. Counsellor (Commercial), British Embassy, Kastelsvej 40, COPENHAGEN Ø. (Tel. Tria 6360.)

DOMINICAN REPUBLIC – Mr. S. F. Campbell, First Secretary and Consul, British Embassy, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128 and 2-3129). (Telex 3460075 a/b Prodrome).

ECUADOR – Mr. P. E. L. Jackson, Third Secretary (Commercial) and Vice-Consul, British Embassy, Gonzalez Suarez 111, QUITO. (For correspondence: Casilla 314). (For visitors: opposite Hotel Quito). (Tel. 30070/1/2/3/4.)
GUAYAQUIL (C). – Edificio 'La Nacional' (2do Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla 'K', Guayaquil). (Tel. 15-392 & 15-243).

EGYPT (UNITED ARAB REPUBLIC) – Mr. R. A. Daniell, C.B.E., H.M. Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)
ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., H.M. Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3, (Tel. 21246, 21247, 21248.)

EL SALVADOR – Mr. D. W. M. Pierotti, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) 211, SAN SALVADOR. (Tel. 2667.) (For correspondence: Embajada Britanica, Apartado 601, San Salvador, El Salvador.)

ETHIOPIA – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)
ERITREA (C.) – Mr. J. Bromley, H.M. Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI. (Tel. 12574-32826.)

FORMOSA – Mr. J. B. Weymes, H.M. Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)
TAIPEI (C) – H.M. Consul, British Consulate, 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS 8e. (Tel. Anjou 2710-2714; 0620-0624). (Telex 2022-20931 a¼b Prodrome Paris).
Commercial enquiries for the Paris Consular districts should be addressed to H.M. Counsellor (Commercial), Commercial Department, British Embassy, Paris. Commercial enquiries for other Consular districts should be addressed as follows:–
BORDEAUX (C) – 15 Cours de Verdun. (Tel. 52-28-35, 52-28-36).
CALAIS (V. C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48).
LE HAVRE (C) – 9 Quai George V. (Tel. 42.27.47).
LILLE (C. G.) – 29 Rue Esquermoise, Boite Postale No. 16 (Bourse). (Tel. 57.01.77).
LYONS (C. G.) – 24 Rue Childebert, Lyons (2e). (Tel. 37.59.67 (2 lines)).
MARSEILLES (C. G.) – 1 Rue d'Arcole. (Tel. Dragon 37.41.85/37.41.86/37.05.15).
STRASBOURG (C. G.) – 10 Rue du General Castelnau, B.P. 42. (Tel. 36.64.91). (Telex 2022-87995 a/b Bristra, Strbg).

GABON – There is no British Commercial Representative in Gabon. Enquiries (which should clearly indicate that they refer to Gabon) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave du 28 Aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

GERMANY – Mr. E. Melville, C.M.G., H.M. Minister (Economic), British Embassy, 77 Friedrich-Ebert Allee, BONN (53). (Tel. Bonn 222021.)
BERLIN (C.G.) – Uhlandstrasse 7-8, Charlottenburg 2, Berlin 12, (Tel. 935293-6.)
DUSSELDORF (C.G.) – Cecilienallee 16. (Tel. 434281-5.) (Telex 8-584855 a/b Combrit.)
FRANKFURT (C.G.) – Zeppelinallee 47. (Tel. 773251-55.)
HAMBURG (C.G.) – Harvestehuderweg 8a. (Tel. 451351.)
HANOVER (C.G.) – Aegidientorplatz 1 (First Floor), (Tel. 26451.)
MUNICH (C.G.) – Akademiestrasse 7-9. (Tel. 338245/6/7.)
STUTTGART (C.G.) – Konigstrasse 45, (Tel. 293216/7, 293566.)

GHANA – Mr. S. J. Gross, The Principal British Trade Commissioner in Ghana, Barclays Bank Building, High Street, ACCRA, (Postal address: P.O. Box 2649. Accra.) ('Tradcom, Accra.') (Tel. 64651.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, H.M. Counsellor (Commercial) British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.)
PIRAEUS (V.C.) – 24 Akti Possidonos. (Tel. 41-345.)
SALONIKA (C.G.) – P.O. Box 332, 11 King Constantine Avenue. (Tel. 77-982 and 78006.)

GUATEMALA – Mr. J. D. Atkinson, M.B.E., H.M. Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUINEA – Mr. P. F. Parfitt, Third Secretary (Commercial), British Embassy, 2eme Avenue (au 3eme Boulevard), Boite Postale 104, CONAKRY. (Tel. 28-26.)

HAITI – Mr. A. G. Elgar, H.M. Chargé d'Affaires ad int., First Secretary and Consul, British Embassy, Avenue Christophe Rue Marcelin, P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3488.)

HONDURAS, REPUBLIC OF – Mr. R. F. C. Hall, First Secretary and Consul, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479).

HONG KONG – Mr. G. W. Marshall, M.B.E., B.E.M., The British Trade Commissioner, P.O. Box 528, 7th Floor, Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. 230176 (3 lines)).

HUNGARY – Mr. F. E. B. Ide, First Secretary (Commercial), British Embassy, 6 Harmincad Utca, BUDAPEST V. (Tel. 182-880).

ICELAND – Mr. A. F. Comfort, First Secretary and Consul, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883-4.)

INDIA – Mr. E. A. Midgley, M.B.E., The Senior British Trade Commissioner in India, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi'.) (Tel. New Delhi 70371).
DELHI – Mr. R. Fell, The British Trade Commissioner, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi'.) (Tel. New Delhi 70371).

CALCUTTA – Mr. J. N. McKelvie, The Principal British Trade Commissioner, P.O. Box 9073, 1 Harlington Street, Calcutta, 16. ('Tradcom, Calcutta.') (Tel. 44-5171.)

BOMBAY - Mr. A. Wooller, The Principal British Trade Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('Tradcom, Bombay.') (Tel 255391-6.)

MADRAS – Mr. H. F. Codling, The British Trade Commissioner, P.O. Box 1575, 6 Armenian Street, Madras, 1. ('Britracom, Madras.') (Tel. 23941.)

INDONESIA – Mr. J. D. Lewis, First Secretary (Commercial), British Embassy, DJAKARTA.

MEDAN (C.) – No. 18 Djalan Djakarta, P.O. Box No. 163. (Tel. 2050.)

SURABAYA (C.) – H. M. Consul, British Consulate, Maclaine Watson Building, Djaran, Djerbatan, Merah, 15.

[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

IRAN – Mr. P. Wilkinson, Counsellor (Economic/Commercial), British Embassy, Avenue Firdausi, TEHERAN. (Tel. 45011 to 45014 and 45017.)

KHORRAMSHAHR (C.) – Mr. H. F. Bartlett, O.B.E., H.M. Consul, Avenue Pahlavi, Khorramshahr. Tel. Khorramshahr 3144, 2873.)

IRAQ – Mr. A. H. Birch, O.B.E., H.M. Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121.)

BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251-1-3).

IRISH REPUBLIC – Mr. G. L. Pearson, M.C., British Trade Commissioner, 30 Merrion Square, DUBLIN. 2. ('Dubcom, Dublin.') (Tel. Dublin 65678/9.)

ISRAEL – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157/8/9.)

HAIFA (C.G.) – 5 St. Luke's Street, P.O. Box 1898. (Tel. 52226-8.)

ITALY – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.)

MILAN (C. G.) – Mr. W. N. R. Maxwell, H.M. Consul (Commercial), British Consulate-General, Via Gabba la. (Tel. 862.486). (Telex 2023-31528 a/b Britain).

BARI (C) – Corso Vittoria Emanuele 143. (Tel. 211504.)

FLORENCE (C.) – Palazzo Castelbarco, 2 Lungarno Corsini. (Tel. 272594.)

GENOA (C.G.) – Via Fieschi 8-12. (Tel. 564.833-5.)

MESSINA (Hon. C) – Palazzo I.N.A., Via I September 54. (Tel. 210.135.)

NAPLES (C.G.) – Via Chiatamont 57. (Tel. 393854, 393885 and 397287.)

PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca. (Tel. 253364-6.)

TURIN (C.) – Via Bogino 31. (Tel. 546908.)

VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408).

IVORY COAST – Mr. D. M. Edwards, D.S.C., Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 266-15 and 266-16.)

JAMAICA – Mr. M. E. Browne, The Principal British Trade Commissioner in Jamaica, P.O. Box 393, Barclay's Bank Building, King Street, Kingston, JAMAICA. ('Britcom, Kingston.') (Tel. Kingston 22461/3.)

JAPAN – Mr. C. G. Harris, C.M.G., H.M. Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. M. D. W. McCann M.B.E., H.M. Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45, 4-chome, Awaji-cho, Higashi-ku. (Tel. 231-3355/7.)

JERUSALEM

ISRAELI SECTOR – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157-9.)

JORDANIAN SECTOR – Mr. J. A. Edmunds, Second Secretary (Commercial), British Embassy, P.O. Box 87, AMMAN. (Tel. 41261/6.)

JORDAN, HASHEMITE KINGDOM OF – Mr. J. A. Edmunds, Second Secretary (Commercial), British Embassy, Third Circle, Jebel Amman, P.O. Box 87, AMMAN. (Tel. 41261/6.)

KENYA – Mr. L. Bevan, The Principal British Trade Commissioner in Kenya, P.O. Box 30133, Fifth Floor, Shell House, Harambee Avenue, NAIROBI. ('UKREP, Nairobi'.) (Tel. 28001-10.)

KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sodaimoon-Ku, SEOUL. (Tel. 20041, 20042).

KUWAIT – Mr. C. T. Gandy, Counsellor (Economic), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, KUWAIT. ('Prodrome, Kuwait.') (Tel. 39221.)

LAOS – Mr. H. Docherty, First Secretary (Commercial), British Embassy, Route Phong Xay, P.O. Box 224, VIENTIANE.

LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Corniche du Phare, BEIRUT. (Tel. Beirut 221550-3.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point,' MONROVIA. (Tel. 464.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. D. R. Collard, First Secretary (Commercial), British Embassy in Libya, 30, Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: British Forces Post Office No. 57). (Tel. 31191.) For CYRENAICA only: Mr. J. D. Garner, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, BENGHAZI. (For correspondence: British Forces Post Office No. 55). (Tel. 2118/2119/2120.)

LIECHTENSTEIN – H.M. Consul - General, ZURICH (for routine commercial inquiries covering Liechtenstein); H.M. Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt, LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux).

MACAO – Mr. E. Haworth, H.M. Consul, British Consulate, 7/9, Calcado do Gaio, P.O. Box 44, MACAO. (Tel. 3913.)

MADEIRA – (C.) – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 1221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. ('Prodrome, Tananarive.') (Tel. 06-50 and 46.55.)

MALAWI – Mr. C. R. Reynolds, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456).

MALAYSIA – Mr. J. R. Cross, The Senior British Trade Commissioner in Malaysia, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Jalan Suleiman, KUALA LUMPUR. ('Uktradcom, Kuala Lumpur.') (Tel. 81901, six lines.)

KUALA LUMPUR – Mr. R. L. Sutton, British Trade Commissioner, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Jalan Suleiman, Kuala Lumpur. ('Uktradcom, Kuala Lumpur.') (Tel. 81901, six lines.)

SINGAPORE – Mr. L. F. Hope, The British Trade Commissioner, P.O. Box 620, 5th Floor, Union Building, Singapore. ('Britradcom, Singapore.') (Tel. 95016 and 95017.)

JESSELTON – Mr. H. O'Brien, British Trade Commissioner, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Jesselton, Sabah ('Britradcom, Jesselton.') (Tel. 4233-4378 & 4424.)

MALI – Mr. A. E. Farrell, Second Secretary and Vice-Consul, British Embassy, Rue Guegnan, BAMAKO, Postal address: Ambassade de Grande Bretagne, Boite Postale 110, Bamako. (Tel. 23.56 and 33.56.)

MARTINIQUE (C.) – Mr. L. Devaux, H.M. Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

MAURITANIA, ISLAMIC REPUBLIC OF – There is no British Commercial Representative in Mauritania. Enquiries (which should clearly indicate that they refer to Mauritania) should be referred to:—

The Second Secretary (Commercial), British Embassy, 20, Rue du Docteur Guillet, B.P. 6025, DAKAR, Republic of Senegal. (Tel. 22383). (Telex 548 a/b Prodrome Dakar.)

MEXICO – Mr. R. D. C. McAlpine, H.M. Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Colonia Cuauhtemoc, MEXICO CITY 5, D.F., P.O. Box 96 Bis. ('Prodrome, Mexico City.') (Tel. 11.48.80-85.) (Telex 017894 a/b Prodrome Mex.)

MOROCCO:

RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, Avenue Allal ben Abdullah, Corner of Rue Tirard, Boite Postale 45, RABAT. (Tel. 20905/6.) (Telex 31022 a/b Prodrome.)

CASABLANCA (C.G.) – Mr. P. M. Johnston, C.B.E., H.M. Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.40 and 614.41.)

TANGIER (C.G.) – Mr. J. G. W. Ramage, H.M. Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel. 15895-7.)

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU.

NETHERLANDS – Mr. J. A. Turpin, H.M. Counsellor (Commercial), British Embassy, Commercial Department, Lange Voorhout 32, The Hague (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome).
AMSTERDAM (C.G.) – Herengracht 460. (Tel. **23** 32 29 & **23** 34 90.)
ROTTERDAM (C.G.)– Parklaan 18. (Tel. 131555 and 138762.)

NETHERLANDS ANTILLES – Mr. E. F. Wise, O.B.E., H.M. Consul, British Consulate, P.O. Box 504, Kerkstraat 8, Willemstad, CURAÇAO. (Tel. 12202 and 11090.)

NEW ZEALAND – Mr. J. L. Reading, C.M.G., The Senior British Trade Commissioner in New Zealand, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)
WELLINGTON – Mr. E. J. Lindley, British Trade Commissioner, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)
AUCKLAND – Mr. J. D. Leithead, The British Trade Commissioner, P.O. Box 1476, 56-58 Shortland Street, Auckland, C.I. ('Tradcom, Auckland.') (Tel. 43-473.)
CHRISTCHURCH – Mr. P. C. Burdett, The British Trade Commissioner, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-822.)

NICARAGUA – Mr. W. H. J. Chippendale, First Secretary and Consul, British Embassy, Bank of London and Montreal, Avenida Roosevelt, 208 MANAGUA. (Tel. 5301.2.) (For letters: Apartado 13, Managua, Nicaragua.)

NIGER, REPUBLIC OF – There is no British Commercial Representative in Niger. Enquiries (which should clearly indicate that they refer to Niger) should be addressed to:—
The Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.)

NIGERIA – Mr. C. E. Dymond, The Senior British Trade Commissioner in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O. Lagos, Nigeria) ('Tradcom, Lagos.') (Tel. 26441.)
LAGOS – Mr. M. Z. Wasilewski, British Trade Commissioner, Kajola House, 62-64, Campbell Street, Lagos (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('Tradcom, Lagos.') (Tel. 26441.)
ENUGU – Mr. A. Dow, The Assistant British Trade Commissioner, P.O. Box 324, Garden Avenue, Enugu. ('Tradcom, Enugu.') (Tel. Enugu 3216.)
IBADAN – Mr. G. R. Webb, The Assistant British Trade Commissioner, Finance Corporation Building, Lebanon Street, Ibadan. (Postal address: Private Mail Bag 5010, Ibadan, Western Nigeria). ('Tradcom, Ibadan.') (Tel. 21551).
KADUNA – Mr. G. J. Swaffield, The British Trade Commissioner, Private Mail Bag 2078, Ahmadu Bello Way. (ex. Prince Edward's Way), Kaduna. ('Tradcom, Kaduna.') (Tel. 2046-7.)

NORWAY – Mr. P. J. E. Male, M.C., H.M. Counsellor (Commercial), British Embassy, Drammensveien 4, OSLO. (Tel. 41 02 40.) (Telex 1575 a/b Prodoslo 0.)
BERGEN (C.) – Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., The Senior British Trade Commissioner in Pakistan, 1st Floor, Finlay House, McLeod Road, Karachi. ('Tradcom, Karachi.') (Tel. 34041/2/3.)
KARACHI – Mr. S. N. Burbridge, British Trade Commissioner, 1st. Floor, Finlay House, McLeod Road, Karachi. ('Tradcom, Karachi.') (Tel. 34041-4.)
LAHORE – Mr. J. Stafford, The British Trade Commissioner, P.O. Box 287, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. ('Tradcom Lahore.') (Tel. 62266 (2lines).)
DACCA – Mr. W. J. Cheesman, The Principal British Trade Commissioner, Adamjee Court, Motijheel, P.O. Box 90, Ramna, Dacca, East Pakistan. ('Britradcom, Dacca.') (Tel. 4216-8.)
CHITTAGONG – Mr. K. W. Chesterman, The British Trade Commissioner, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971 and 5972.)

PANAMA – Mr. H. Carr, First Secretary and Consul, British Embassy, Via Espana 120. P.O. Box 889, PANAMA CITY. (Tel. 30453.) Also Box B, Balboa, Canal Zone.
COLON (C) – P.O. Box 1108, Cristobal, Canal Zone. (Tel. 7-3075.) Also Box 448, Colon, R.P.

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, Casilla de Correo 404 (for correspondence); 25 de Mayo 171 (for visitors); ASUNCION. (Tel. 9146.) (Telex 039 a/b Prodrome ASN.)

PERSIAN GULF SHEIKDOMS:
BAHRAIN, QATAR, TRUCIAL STATES, MUSCAT & OMAN generally: Mr. J. R. Rich, First Secretary (Economic), H.M. Political Residency, P.O. Box No. 3, Bahrain. ('Prodrome, Bahrain.') (Tel. Manama (Bahrain) 811428.)
BAHRAIN (only) – Commercial Officer H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, Manama, P.O. Box No. 114, Bahrain. ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)
QATAR – Commercial Officer, H.M. Political Agency, P.O. Box 3, Doha. ('Political, Qatar.') (Tel. 2637, 3272 and 3273.)
TRUCIAL STATES (except Abu Dhabi) – Commercial Officer, H.M. Political Agency, Dubai. ('Political, Dubai.') (Tel. 4225.)
ABU DHABI – Commercial Officer, H.M. Political Agency, Abu Dhabi.
MUSCAT & OMAN – H.M. Consul-General, Muscat. ('Britain, Muscat.') (Tel. Muscat 271.)

PERU – Mr. A. H. Spire, First Secretary (Commercial), British Embassy, P.O. Box 854 (for mail); 5th Floor, Edificio Republica, Paseo de la Republica 111 (for visitors); LIMA. (Tel. 83830.) (Telex WLA 5230 a/b Prodrome Lima).

PHILIPPINES REPUBLIC – Mr. E. C. Kitson, First Secretary (Commercial), British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, MANILA. (Tel. 5-24-61.) (Telex MN 3282 a/b Prodrome MN 3282).

POLAND – Mr. R. M. John, First Secretary (Commercial), British Embassy, Aleja Roz 1, WARSAW. (Tel. 281001-5.)

PORTUGAL – Mr. M. Gale, C.B.E., H.M. Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa, 35-39, LISBON 3. (Tel. 661191-661195.)
OPORTO – Mr. B. C. MacDermot, M.V.O., H.M. Consul-General, Palacio Atlantico, 7th Floor, Praca D. Joao I. (Tel. 22442/3.)

PORTUGUESE EAST AFRICA – Mr. B. H. Heddy, H.M. Consul-General, British Consulate-General, 62 Avenida Augusto do Castilho, P.O. Box 55. LOURENCO MARQUES, Moçambique. (Tel. 6011/2.)
BEIRA (V.C.) – Casa Infante de Sagres, P.O. Box 11, (Tel. 2032.)

PORTUGUESE GUINEA – Mr. M. Gale, C.B.E., H.M. Counsellor (Commercial British Embassy, Lisbon.
[Has overall responsibility but all commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

PORTUGUESE WEST AFRICA – Mr. C. C. B. Stewart, C.M.G., H.M. Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, Luanda, Angola. (Tel. 2487.)

RHODESIA – Mr. G. W. Brazendale, C.M.G., The Principal British Trade Commissioner, P.O. Box 1482, R.T.A. House, Baker Avenue, SALISBURY. ('Tradcom, Salisbury.') (Tel. 28381/2.)

RUMANIA – Mr. H. A. J. Griffiths, First Secretary (Commercial) British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16:35/6.)

RWANDA – There is no British Commercial Representative in Rwanda. Enquiries (which should clearly indicate that they refer to Rwanda) should be addressed to:—
H.M. Ambassador, British Embassy, Boite Postale 1750, BUJUMBURA, Burundi. (Tel. Bujumbura 2105.)

SAUDI ARABIA – Mr. D. A. Hamley, First Secretary (Commercial), British Embassy, P.O. Box 393 (for mail), JEDDA.

SENEGAL – Mr. L. W. James, Second Secretary (Commercial), British Embassy, 20, Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 548 a/b Prodrome Dakar.)

SIERRA LEONE – Mr. W. B. J. Dobbs, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/o G.P.O Freetown. (For visitors) B.W.A. Building, Oxford Street. FREETOWN. ('UKREP, Freetown.') Tel. 3961/3966, six lines.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6, Hill Street, Pretoria. ('Prodrome, Pretoria.') Tel. 74-3121.) (Telex PX 1 a/b Prodrome.)
PRETORIA – Mr. P. S. Ziegler, First Secretary (Commercial), British Embassy, 6 Hill Street, Pretoria. (Prodrome, Pretoria.') (Tel. 74-3121.) Telex PX 1 a/b Prodrome.)
CAPE TOWN (C.G.) – Mr. F. S. Fielding, H.M. Consul (Commercial), 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. ('Britain, Cape Town.') (Tel. 41-1466.) (Telex CX 7447 a/b Proct.)
JOHANNESBURG (C.G.) – Mr. J. T. Hyslop, H.M. Consul (Commercial), 8th Floor, B.P. Centre, corner Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex J.7115 a/b Britform.)

DURBAN (C.G.) – Mr. L. E. Hanham, HM Consul (Commercial), Barclays Bank Building, Field Street, Durban. (Britain, Durban.) (Tel. 313131 (five lines.) (Telex 319D a/b Britain.)

PORT ELIZABETH (C.) – Mr. J. Isherwood, M.B.E., H.M. Consul, The Standard Bank Building, 7th Floor, 22-24 Main Street, P.O. Box 917, Port Elizabeth. (Britain, Port Elizabeth.) (Tel. 2-9549.)

SOVIET UNION – Mr. A. K. Rothnie, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Morisa Toreza Naberezhnaya 14, Moscow 72. Mr. Stewart receives all visitors at his offices Kutuzovsky Prospekt 15, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.)

SPAIN – Mr. D. I. Dunnett, O.B.E., H.M. Counsellor (Commercial), British Embassy, Orfila 5, MADRID, 4. (Tel. 219 02 00 and 219 02 04.) (Telex 7656 a/b Prodrome Madrid).

BARCELONA (C.G.) – Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO (C.) – 30 Gran Via. (Tel. 214780 and 214789.)

SEVILLE (C.G.) – Federico Rubio No. 12. (Tel. 28873-5.)

VALENCIA (C.) – Calle Cronista Carreres 1, 4a. (Tel. 21 12-75.)

VIGO (C.) – Plaza de Compostela No. 23, 6th Floor, P.O. Box 49. (Tel. 11450.)

PALMA DE MALLORCA (C.) – Jose Tous Ferrer 28, Palma de Mallorca. (Tel. 12085, 1.24.45.)

LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 1772).

SANTA CRUZ (C.) – Apartado 109, La Marina 7, Santa Cruz, Teneriffe, Canary Islands. (Tel. 2000.)

SUDAN – Mr. R. W. Munro, H.M. Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. ('Prodrome, Khartoum.') (Tel. 70760, 70766-70769.)

SWEDEN – Mr. I. C. Mackenzie, C.B.E., H.M. Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. 67.01.40.)

GOTHENBURG (C.G.) – Ostra Larmgatan 16. (Tel. 13.62.81.)

MALMO (C.) – Commercial Section, British Consulate, Stortorget 31, Malmo C. (Tel. 26625.)

SWITZERLAND – Mr. F. G. K. Gallagher, C.M.G., H.M. Counsellor (Commercial). British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. 44.50.21.) (Telex 2052-32687 a/b Prodrome Berne.)

BASLE (C.) – P.O. Box No. 851, 35 Rittergasse, 4001 Basle. (Tel. (061)23.58.43.)

GENEVA (C.G.) – 41 Quai Wilson 1201 Geneva. (Tel. 31-31-20 and 31-31-29.) (Telex 2052-22956/7 a/b Prodrome.)

ZURICH (C.G.) – Dufourstrasse 56. 8008 Zurich. (Tel. 051.34.40.42.)

SYRIAN ARAB REPUBLIC – Mr. J. C. M. Mason, First Secretary (Commercial), British Embassy, Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. (For correspondence: P.O. Box 37, Damascus, Syrian Arab Republic.) (Tel. 32561-2-3.)

ALEPPO (C.) – Mr. F. W. J. Cooper, H.M. Consul, British Consulate, P.O. Box 7, Sebil, Aleppo. (Tel. Aleppo 11218.)

TANZANIA, THE UNITED REPUBLIC OF – Mr. H. D. G. Collings, The British Trade Commissioner in the United Republic of Tanzania, 8th Floor, Permanent House, Corner Azikiwe Street/Independence Avenue, DAR ES SALAAM. (For mail: British Trade Commission, P.O. Box 9112, Dar es Salaam, Tanzania.) ('Britishers', Dar es Salaam.) (Tel. 23344, 2 lines.)

THAILAND – Mr. T. J. Everard, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. O. Kemp, O.B.E., Ambassador and Consul-General, British Embassy, Boulevard Circuloire, B.P. 892, LOMÉ, West Africa. (Tel. 2085.)

TRINIDAD – Mr. G. Booth, The Principal British Trade Commissioner for the Eastern Caribbean, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. ('Trincom, Port of Spain.') (Tel. 52861/6.) (Telex 52342 a/b POS 52342.)

TUNISIA – Mr. E. H. Noble, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. J. O. McCormick, C.M.G., M.C., H.M. Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-12.10.96.)

ISTANBUL (C.G.) – Mr. G. S. McWilliam, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.)

IZMIR (C.G.) – Mr. R. E. Wilkinson, M.B.E., British Consulate-General, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

UGANDA – Mr. J. R. Leeland, Second Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('Ukrep, Kampala.') (Tel. 57054.)

UNITED STATES

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial), Mr. C. B. B. Heathcote-Smith, C.B.E., H.M. Counsellor (Commercial); Mr. J. B. Cullen, C.B.E., H.M. Counsellor (Commercial); Mr. R. Arculus, First Secretary (Commercial); Mr. F. H. Jackson, First Secretary (Commercial), Mr. F. J. Pelly M.B.E., First Secretary (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.)

ATLANTA (C.G.) – Mr. T. C. Sharman, O.B.E., H.M. Consul-General, British Consulate-General, 814-815, Atlanta Merchandise Mart, 240 Peachtree Street, N. W. Atlanta, Georgia 30303. (Tel. 524-2692.)

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, H.M. Consul, British Consulate-General, Room 2303, John Hancock Building, 200, Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810.)

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., H.M. Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.)

CLEVELAND (C.G.) – Mr. J. E. T. Thorne, H.M. Vice-Consul (Commercial), British Consulate - General, 1828 The Illuminating Building, Cleveland, Ohio 44113. (Tel. MA 1-7674.)

DENVER (C.) – Miss J. F. Veasey, M.B.E., H.M. Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. AC 2-2729.)

DETROIT (C.G.) – Mr. W. E. Williams, O.B.E., Consul (Commercial), British Consulate-General, 1008, Detroit Bank and Trust Building, 211 Fort Street, Detroit, Michigan 48226. (Tel. 962-4776.)

HONOLULU (C.) – Mr. R. T. Landale, T.D., H.M. Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu 13, Hawaii. 96813. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, H.M. Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-2301/4.)

KANSAS CITY (C.) – Mr. N. M. Hallett, H.M. Consul, British Consulate, Suite 1900, Commerce Tower, 911, Main Street, Kansas City, Missouri 64105. (Tel. GR 1-1644/5.)

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, H.M. Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005. (Tel. DU 5-7381.)

MIAMI (C.) – Mr. W. H. Adams, O.B.E., H.M. Consul, British Consulate, 732 Ingraham Building, S.E. 2nd Avenue, Miami, Florida. 33131. (Tel. FR 1-7544/5.)

MINNEAPOLIS (C.) – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Consulate, Room 1900 First National Bank Building, Minneapolis, Minnesota. 55402. (Tel 335-0921.)

NEW ORLEANS (C.G.) – Mr. A. B. Ball, H.M. Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6.)

NEW YORK (C.G.) – Mr. G. G. Simpson, H.M. Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York 10022. (Tel. PL 2-8400.)
(Export Credits Guarantee Department representative in N. America, Mr. R. F. L. Martin, at same address.)

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania. 19107. (Tel WA 5-2430.)

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 Lewis Building, Portland, Oregon. 97204. (Tel. CA 7-5669.)

SAN JUAN (C.) – Mr. R. J. E. Thomas, H.M. Consul, British Consulate, P.O. Box 1307, San Juan, Puerto Rico. 00902. (Tel. 722-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.)

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, H.M. Consul (Commercial), British-Consulate General, 343 Sansome Street, San Franciso, California 94104. (Tel. YU 1-3030.)

SEATTLE (C.G.) – Miss G. A. Robertson, H.M. Vice-Consul, British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.)

[There are also Honorary Consuls at Baltimore and Norfolk who will be glad to see British business visitors. Commercial correspondence should however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Washington, D.C.]

BALTIMORE (Hon. C.) – Mr. J. T. Menzies, C.B.E., Hon. Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.)

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, 932, Wainwright Building, 229, West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.)

UPPER VOLTA, REPUBLIC OF – There is no British Commercial Representative in Upper Volta. Enquiries (which should clearly indicate that they refer to Upper Volta) should be addressed to:—

The Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.)

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Calle Rinçon 454, Piso 5, MONTEVIDEO. (Tel. 9-2501.)

VENEZUELA – Mr. K. D. Jamieson, H.M. Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence); 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Urbanizacion Chuao (for visitors); CARACAS. (Tel. 338355-9.) (Telex 292 a/b Procaracas.)

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Dailo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, H.M. Counsellor (Economic/Commercial), British Embassy, 46 Ulica Prvog Maja, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Miss M. Scammell, First Secretary (Commercial), British High Commission, Waddington Road. P.O. Box RW50, LUSAKA. ('UK REP Lusaka.') Tel. 72097.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address inquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BAHAMAS: Mr. John N. Hedden, British Trade Correspondent in the Bahamas, P.O. Box 281, Nassau, New Providence, Bahamas. (Tel. 95581 and 6274.)

BASUTOLAND: The Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce & Industry, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade. G.P.O. 2018, Suva.

GAMBIA: Mr. G. M. P. Val-Phatty, P.O. Box 333, 1, Bedford Place, Bathurst, Gambia.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Chief Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

MALTA: The Director of Industrial Development, Department of Trade and Industry, 2 Cavalier Street, Valetta. ('Tradevelop, Valetta, Malta.') (Tel. Central 24411.)

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayre, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, 148, Elizabeth Street, Hobart. (Tel. Hobart 3 3768.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

Guide to countries in which towns are situated

Place	*Country*
Abu Dhabi	Persian Gulf (Trucial States)
Adelaide	Australia
Accra	Ghana
Abidjan	Ivory Coast
Addis Ababa	Ethiopia
Alberta	Canada
Alexandria	United Arab Republic
Aleppo	Syrian Arab Republic
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Bahrain	Persian Gulf
Baltimore	United States
Bamako	Mali
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beira	Portuguese East Africa
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Brazzaville	Congo Republic
Brisbane	Australia
Brunei	Brunei
Brussels	Belgium
Bucharest	Rumania
Buea	Federal Republic of Cameroon
Budapest	Hungary
Buenos Aires	Argentina
Bujumbura	Burundi
Cairo	Egypt (United Arab Republic)
Calais	France
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Colon	Panama
Conakry	Guinea
Copenhagen	Denmark
Curaçao	Netherlands Antilles
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Dar es Salaam	Tanganyika
Delhi	India

Place	Country
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Persian Gulf (Trucial States)
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
East London	South Africa
Elisabethville	Democratic Republic of Congo
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Fort-de-France	Martinique
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Geneva	Switzerland
Genoa	Italy
Georgetown	British Guiana
Ghent	Belgium
Gibraltar	Gibraltar
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Haifa	Israel
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Hong Kong	Hong Kong
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Innsbruck	Austria
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Kansas City	United States
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Khorramshahr	Iran
Kingston	Jamaica
Kuala Lumpur	Malaysia
Kuwait	Kuwait
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Le Havre	France
Leopoldville	Democratic Republic of Congo
Liège	Belgium
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Portuguese East Africa
Luanda	Portuguese West Africa
Lusaka	Zambia
Luxembourg	Luxembourg
Lyons	France
Macao	Macao
Madras	India
Madrid	Spain
Mahe	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manila	Philippines Republic
Marseilles	France
Martinique	Martinique
Maseru	Basutoland
Medan	Indonesia
Melbourne	Australia
Messina	Italy
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	Soviet Union
Munich	Germany
Muscat	Persian Gulf
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga (Pacific Islands)
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy
Palma de Mallorca	Spain
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Piraeus	Greece
Ponta Delgada	Azores
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Qatar	Persian Gulf
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. Helena	St. Helena
St. John's	Newfoundland (Canada)
St. Louis	United States
Salisbury	Rhodesia
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
San Sebastian	Spain
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Shanghai	China
Singapore	Malaysia
Sofia	Bulgaria
Split	Yugoslavia
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Surabaya	Indonesia
Suva	Fiji Islands
Sydney	Australia
Taipei	Formosa
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Republic of Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Spain
The Hague	Netherlands
Thorshavn	Faroe Islands
Tokyo	Japan
Toronto	Canada
Trieste	Italy
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Valencia	Spain
Valetta	Malta
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Vila	New Hebrides
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Federal Republic of Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

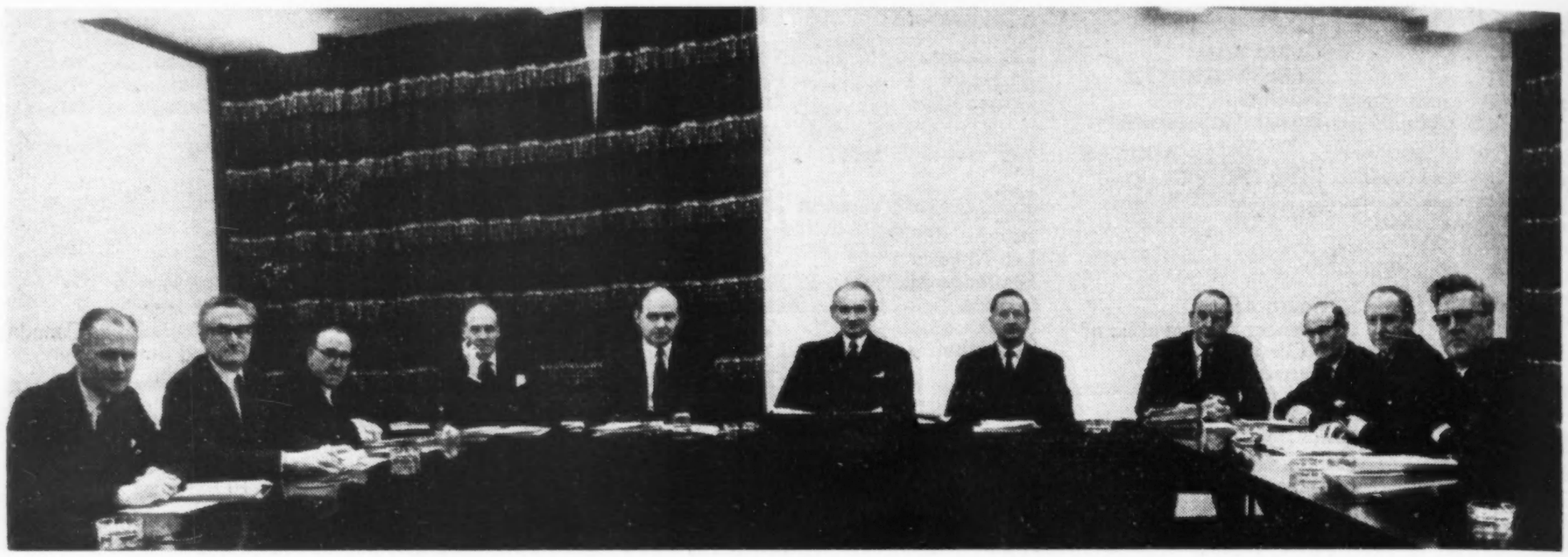

Photo: *The Times*

Mr. Douglas Jay, President of the Board of Trade (centre) is seen here during discussions at monthly conference with the Board of Trade Regional Controllers. One of the items discussed was the Government's recent export promotion measures. Seen (left to right) are: Mr. W. E. Bell (Ministry of Commerce, Northern Ireland), Mr. R. Wood, Mr. R. J. Forbes, Mr. R. W. Daniel, Mr. C. J. A. Whitehouse, Mr. Jay, Mr. J. W. Stoodley, Mr. P. J. L. Homan, Mr. M. Weber, Mr. D. A. Wilson, and Mr. E. Atherton.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate,
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland:
West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788.)
R. Wood.

Yorkshire and Lincolnshire Region
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3 (a)—*continued*

1958 Standard Industrial Classification Reference		Annual Averages 1961	1962	1963	1964
PAPER AND PAPER PRODUCTS					
481	Paper and board	109·8	109·5	109·9	112·4
482	Cardboard boxes, cartons and fibreboard packing cases.	107·2	109·6	110·3	113·2*
483/1	Wallpaper	124·8	131·2	131·4	133·8
483/2	Paper bags	111·9	112·2	114·6	118·4
483/3	Manufactured stationery	114·7	118·1	118·8	119·9
483/4	Other manufactures of paper and board, n.e.s.	104·7	102·6	102·9	107·2*
OTHER MANUFACTURED PRODUCTS					
491/1	Rubber tyres and tubes	122·7	120·6	123·3	123·4
491/2	Rubber goods (other than tyres and tubes).	118·1	116·0	115·1	116·6*
	Rubber footwear	126·5	126·1	125·9	126·7
492	Linoleum and felt base	128·1	127·3	129·1	136·4
493	Brushes and brooms	125·3	130·1	134·9	138·7
494/1	Toys and games	114·6	116·5	118·8	121·6*
	Metal toys	123·8	127·4	129·4	135·0*
	Plastic toys	97·1	96·0	95·8	93·6*
	Wooden toys	131·0	134·4	147·8	153·6
	Dolls and soft toys	118·5	119·9	125·1	127·0
	Indoor games	103·2	108·0	109·6	110·7
	Pedal cars, scooters and toy perambulators.	116·3	118·4	119·8	122·3*
494/2	Sports equipment	125·5	129·3	133·6	133·5*
495/1	Pens and pencils	111·2	112·9	113·8	112·7*
	Fountain pens	105·1	106·5	107·6	105·9*
	Pencils (mechanical)	115·0	115·0	116·0	116·5*
	Pencils (other than mechanical)	129·2	131·9	131·9	132·5
495/2	Other stationers' goods	125·5	126·1	126·9	130·2
496	Plastic mouldings	102·1	102·0	103·4	103·9*

3. (b) Commodities wholly or partly imported into the United Kingdom—1954 = 100

	Annual Averages 1961	1962	1963	1964
Hides and skins	102·6	94·8	78·8	83·5
Imported	109·5	102·3	86·5	90·5
Native	92·4	83·6	67·4	73·0
Non-ferrous metals				
Aluminium, virgin ingot, delivered	119·2	115·9	116·0	122·3
Copper, ex-ship, wharf or warehouse†	92·3	94·1	94·2	141·4
Lead, ex-ship, wharf or warehouse†	66·6	58·4	65·8	104·7
Nickel, refined, delivered	129·5	133·4	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price.	123·3	125·0	126·4	171·9
Zinc, ex-ship, wharf or warehouse†	99·3	86·2	98·1	150·6
Oils, resins and gums				
Linseed oil, crude, naked, ex-works.	144·8	132·8	111·1	125·0
Palm oil, c.i.f., in bulk	100·4	92·5	95·8	102·9
Whale oil, acid, soft, naked, ex-works	95·3	68·7	64·9	76·6
Rosin gum, W.W., ex-wharf	149·8	112·2	98·0	99·8*
Shellac, F.O., T.N., pure, ex-wharf	64·9	62·2	61·5	62·7*
Phosphate rock	99·1	98·6	96·6	96·5*
Pyrites, c.i.f., United Kingdom ports	62·6	59·3	58·1	61·6
Rubber, No. 1 R.S.S. one month future	122·8	115·2	107·7	101·3
Sulphur, crude (for acid making), c.i.f.	71·9	74·2	66·7	63·6*
Textiles				
Coir yarns, c.i.f. United Kingdom ports	152·4	157·8	156·0	156·3
Cotton, raw, Liverpool spot market price.	74·8	73·2	71·4	72·4
American type	74·0	74·4	72·8	72·7
Egyptian type	76·4	70·9	68·9	72·0
Jute, raw, c.i.f., Dundee 'Export Firsts'‡	173·4	121·0	122·1	134·7*
'Export Lightnings'‡	175·5	112·4	112·8	130·8*
Silk, raw, delivered mill	105·4	121·8	145·5	114·8*
Sisal, East Africa No. 1 Grade, c.i.f. London.	108·2	118·5	169·6	156·4
Wool, raw	76·2	76·5	89·0	94·2*
Medium and coarse, crossbred, c.i.f. United Kingdom.	88·0	83·9	100·0	107·1
Fine, crossbred, c.i.f. United Kingdom.	78·0	77·2	91·4	94·6
Merino, c.i.f. United Kingdom	69·9	72·2	83·4	83·0
Timber				
Imported hardwood (ex-yard or wharf)	112·7	109·8	110·1	113·0*
Imported plywood (delivered to consumers).	99·2	98·7	99·7	104·5
Imported, softwood (delivered to consumers).	105·9	103·9	104·7	113·3
Woodpulp, imported	100·3	94·5	95·5	100·6*

* Provisional figures. † L.M.E. mean of buyers' and sellers' prices at close of morning session. ‡ New Nomenclature.

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WHOLESALE PRICE INDICES

Notes on Index Numbers of Wholesale Prices—1954 = 100

(1) The index numbers are calculated from the price movements of some 7,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1954. In compiling indices for groups of commodities these percentages are combined in proportion to the value of purchases or sales of the individual commodities in 1954. The proportions have been derived from the Census of Production, short-term statistics of production, the Trade and Navigation Accounts, information supplied by trade associations and from various other sources.

(2) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. Net weights are used to combine the commodity index numbers into sector indices; that is, the sector indices exclude sales by one undertaking to another within the same sector. The indices of materials purchased by industry include imported materials, and where it is possible to do so the indices of output of broad sectors of industry take account of the movement of export prices. Information about export prices is less reliable than information about home market prices, and hence the sector indices of total sales including exports are less reliable than the indices of home market sales.

(3) Commodity indices covering United Kingdom manufacturers in general relate to a 'principal product' (or a group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the indices include the value of sales of the principal products of an industry by undertakings classified to other Census industries. For each of the sectors of industry for which indices are published in Table 2, sales of principle products correspond very closely to total sales of the sector.

(4) In determining the weights used in calculating indices which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to prices series which may be expected to move similarly.

(5) As far as possible 'delivered' prices are used in compiling the indices of materials purchased by industry; 'ex-works' prices are used in compiling the indices of commodities produced in the United Kingdom, unless it is the normal custom of the trade to deliver, in which case 'delivered' prices are used. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(6) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(7) To facilitate further calculation the indices are given to one decimal place in most cases, but small month to month movements have little significance. Indices for which information has not been received are shown with an asterisk to indicate that they are provisional. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the indices of purchases and output of sectors of industries in Tables 1 and 2.

(8) The series of wholesale price index numbers based on 1954=100 was introduced in the *Board of Trade Journal* on March 21, 1958; previously the index numbers were based on June 30, 1949=100. In February 1959, the index numbers were revised in accordance with the Standard Industrial Classification 1958 (see *Board of Trade Journal*, February 13, 1959). In particular, the index numbers relating to materials used in and output of manufacturing industry were extended to include industries making fuel, food and tobacco products, and the index numbers relating to materials used in broad sectors of industry were extended to include fuels used.

(9) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

4. Annual average wholesale prices for selected Commodities (1) (1960-1964)

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of sale	1960	1961	1962	1963	1964
Commodities produced in the United Kingdom						
Slates, roofing, 1st quality, 16 in. by 8 in., Penrhyn or Portmadoc delivered London stations (2) (3)	£ per 1,000	42·62	42·78	44·59	45·70	47·03
Motor spirit, standard grade, outer zone price (incl. duty), minimum 200 gall. loads (2) (3)	d. per gall.	46·50	47·80	49·50	49·50	50·33
Chemicals:						
Calcium carbide, conforms to B.S.S. 642 – 1951, high grade, 4 tons and over, carriage paid	£ per ton	43·25	43·25	43·25	43·25	43·25
Pure benzole, B.S.S. 135A – 1950, bulk, minimum lots of 200 galls. delivered user	s. per gall.	5·58	5·64	5·80	5·58	5·44
Penicillin, crystalline, 1 mega unit (vial size)	s. per m.u.	1·17	1·17	1·17	1·17	1·17
Synthetic resins and Plastic Materials:						
Phenol – formaldehyde moulding powder, general purpose grade, contracts 50/99 tons over 12 months (4)	d. per lb.	18·50	18·50	18·50	18·50	18·50
Polystyrene thermo-plastic moulding powder crystal, carriage paid buyer's address U.K.	s. per lb.	2·06	1·69	1·58	1·58	1·49
Urea formaldehyde moulding powder, wood meal type, delivered user U.K. and f.o.b. export	s. per lb.	1·29	1·29	1·29	1·29	1·29
Iron and steel:						
Strip mill steel sheets. Uncoated cold reduced sheets 48 ins. by 10 ft. by 20 G. normal bending general purpose quality, 25 tons delivered England	£ per ton	51·80	52·08	54·87	55·35	55·35
Galvanized steel sheets, basis corrugated, 12/3 in. corrugation by 6 ft. by 20 G. 10 tons delivered England	£ per ton	64·66	64·16	66·07	64·81	66·50
Cold reduced electrolytic tinplate, 0·50 lb. coating, 80 lb. substance, 28 in. by 22 in., with menders arising hot dipped to C.16 coating, 100 tons	s. per basis box	53·27	53·50	56·11	56·24	..
Cold reduced electrolytic tinplate, E50 coating, ·0088 in. nominal thickness 28 in. by 22 in. with menders arising hot dipped to C.100 coating. 100 tons	s. per S. AT	..	..	..	..	180·96
Steel billets for drop forgings. Soft basic quality C.08/·33 per cent – 4 in. 25 tons, delivered Midlands	£ per ton	38·70	38·45	39·36	39·50	39·53
Non-alloy steel forging ingots up to 0·6 per cent. C. delivered buyer	£ per ton	31·62	31·82	32.32	32·38	32·38
Steel wire rods, soft basic quality C.08/·25 per cent, 5 G. 50 tons delivered basis zones (4)	£ per ton	40·60	40·82	41·44	41·52	41·52
Heavy steel rails, flat bottom, basis quality, 109 lb. per yard, 500 tons, f.o.r.	£ per ton	41·25	41·47	42·28	42·40	42·40
Heavy plates, mild steel, basis quality, ¼ in. by 6 ft. by 20 ft. 25 tons, delivered N.E. coast	£ per ton	40·65	40·82	42·05	42·25	42·25
Heavy steel joists, basis quality, 12 in. by 6 in. 25 tons, delivered N.E. coast	£ per ton	38·23	38·33	39·91	40·18	40·18
Re-rolled steel bars, quality C.05/·25 per cent. T.G. 2 in. 10 tons delivered N.E. coast	£ per ton	40·50	40·72	41·36	41·45	41·45
Alloy steel black bars (machining) Quality E.N. 110 H.T. 1½ in. 5 tons, delivered all areas	£ per ton	96·88	97·36	98·88	98·88	94·95
Basic pig iron, 500 ton lots, delivery all main producing zones	£ per ton	20·15	20·26	20·77	20·85	20·85
Foundry and forge pig iron, No. 3 Class 2, 500 ton lots, delivered Birmingham (2) (3)	£ per ton	20·96	21·56	21·99	22·05	22·05
Cast iron hot water pipes, 4 in. by 9 ft.	s. per length	33·92	35·88	37·04	37·75	37·75
Cast iron rainwater pipe, painted, 2½ in. by 6 ft. (3)	s. per length	15·96	16·75	17·31	17·71	17·75
Brass ingot 65/35, B.S. 1400 – B.3 Delivered	£ per ton	170·56	175·87	166·50	162·06	208·47
Textiles:						
Rayon staple fibre, viscose, 1½ den., 17/16 in. bright, delivered	d. per lb.	22·75	22·75	22·75	22·75	23·45
Rayon continuous filament viscose, 150/27 – 36 den. on cones. Delivered buyer	d. per lb.	64·50	65·53	66·00	66·00	68·50
Cotton – American yarn, 30's mule weft. Spinner's selling price (2)	d. per lb.	50·39	52·38	48·21	47·16	50·66

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1960	1961	1962	1963	1964
Linen yarn, 120's line weft. Producer's selling price for bundle of 60,000 yards (2)	s. per bundle	27·98	27·83	27·81	29·18	..
Linen yarn, 100's line weft. Producer's selling price for bundle of 60,000 yards (2)	s. per bundle	..	..	..	..	34·00
Rayon fabric, dress cloth, plain, 36½ in.; 162 × 62; 75 denier acetate/200 denier acetate	d. per yd.	27·00	27·50	27·29	27·00	27·67
Light linen; 40 in. linen pillowing. Producer's selling price	d. per yd.	71·17	73·72	75·58	82·33	90·90
Light linen: 24 in. linen canvas. Producer's selling price	d. per yd.	20·55	22·62	22·90	26·09	30·29
RN/1 sail canvas. Producer's selling price	d. per yd.	65·52	68·50	68·62	73·66	78·53
MN/1 sail canvas. Producer's selling price	d. per yd.	53·52	57·33	59·11	65·05	68·03
18 oz. tarpaulin cloth. Producer's selling price	d. per yd.	48·06	51·83	52·09	55·95	58·53
Wool – Tops, colonial oil combed 64's. Average price to home trade (2)	d. per lb.	100·69	102·44	103·24	118·13	118·33
Wool – Tops, colonial oil combed carded 48's. Price to home trade (2)	d. per lb.	76·44	74·55	71·87	83·84	88·94
Wool yarns, worsted weaving 2 – 48's average 64's. Price to home trade (2)	s. per lb.	14·31	14·70	14·82	16·04	15·89
Wool yarn, hosiery, 2 – 20's, 48's carded, colonial, white. Price to home trade (2)	s. per lb.	8·91	8·91	8·73	9·68	10·32
Hides and skins:						
Ox and heifer hides, 70/79 lb., average of 1st clear and 1st warbled maximum and minimum, London and Manchester	d. per lb.	14·31	13·91	12·56	10·75	11·72
Cow hides, 59 lb. and under, average of 1st clear and 1st warbled maximum and minimum, London and Manchester (2)	d. per lb.	15·16	14·62	12·97	10·32	11·27
Calfskins, 8 lb. and under, average of 1st and 2nd class maximum and minimum, London and Manchester	d. per lb.	51·80	54·08	48·92	34·67	34·21
Bricks:						
Standard basic (refractory) bricks, 2½ in. Delivered consumer's works	£ per 1,000	179·69	182·83	186·00	187·50	187·50
Common bricks, 2⅝ in. fletton. Delivered site London, south of Thames	s. per 1,000	121·83	132·50	131·00	132·97	135·00
Common bricks, 2⅝ in. fletton. Delivered London rated stations (2)	s. per 1,000	104·83	115·50	114·00	115·97	118·00
Common bricks, 2¾ in. other than fletton. Ex-works, all districts of Scotland	s. per 1,000	129·00	129·00	131·17	133·50	141·50
Stock bricks, common, nominal 2½ in. Ex-works, Kent and Essex	s. per 1,000	108·92	118·50	118·50	127·12	137·25
Glass sheet, 24 oz. ordinary glazing quality. Delivered lots of over 600 ft. super (3) (4)	s. per 200 sq. ft.	116·38	122·42	128·42	131·25	
	d. per sq. ft.	..	..	..	..	8·08
Glass G.G. ¼ in. polished plate in cut squares up to 5 ft. super	s. per ft. super	5·58	5·58	5·82	5·83	5·83
Cement, ordinary Portland. Delivered at London (Charing Cross) in non-returnable packages, minimum 6 ton loads (3)	s. per ton	110·17	114·48	116·00	118·50	121·00
Paper:						
Esparto art paper – white standard substance. 1 ton lots minimum quantity. Nett cash monthly	d. per lb.	18·60	19·00	19·17	19·51	20·04
M.G. envelope paper. Card No. 3, sheets and reels. Nett delivered	£ per ton	83·00	85·75	80·25	80·83	84·08
M.G. Kraft, 19 lb. D.C. and above, reels. Price for less than 5 tons and not less than 1 ton. Delivered United Kingdom	£ per ton	91·45	91·69	90·56	88·94	91·25
Newsprint, machine finished in reels, 14 lb. demy 500's. Delivered publisher in United Kingdom	£ per ton	58·50	58·50	58·50	57·62	56·75
Paper bags, pure Kraft, D.C. 16 lb. 8½ in. by 8½ in., quantities under 10,000 delivered customer	s. per 1,000	16·86	17·63	17·67	18·05	18·67
Paper bags, Sulphite, D.C. 16 lb. 8½ in. by 8½ in., quantities under 10,000 delivered customer	s. per 1,000	15·36	16·44	16·50	16·89	17·50
Rubber tyres and tubes:						
Giant tyre cover, 34 by 7, heavy duty. Dealer's key price	£ each	22·36	22·29	22·10	22·83	22·73
Car tyre cover, 5-00-16, standard. Dealer's key price	£ each	4·92	4·89	4·67	4·89	4·89
Giant tube, 34 by 7, heavy duty. Dealer's key price	£ each	2·01	1·98	1·90	1·94	1·94
Car tube, 5·00-16, standard. Dealer's key price	s. each	16·42	16·37	15·77	16·17	16·17

Commodities wholly or partly imported into the United Kingdom

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1960	1961	1962	1963	1964
Non-ferrous metals:						
Aluminium virgin ingot, delivered consumer's works (3)	£ per ton	186·00	185·00	180·75	180·98	190·81
Copper, ex-ship, wharf or warehouse. London Metal Exchange price	£ per ton	246·00	229·75	234·10	234·78	352·88
Lead, ex-ship, wharf or warehouse London, excluding duty or premium	£ per ton	72·15	64·21	56·29	63·44	101·25
Nickel, refined, 1 ton and over, delivered consumer's works (2) (3)	£ per ton	600·00	630·00	649·28	642·00	642·00
Tin, ingot, min. 99·75 per cent. ex-ship, wharf or warehouse (2) (3)	£ per ton	794·04	889·05	896·88	910·17	1240·92
Zinc, ex-ship, wharf or warehouse London, excluding duty or premium (2) (3)	£ per ton	89·29	77·73	67·46	76·70	118·12
Oils and resins:						
Linseed oil, crude, naked, ex-works	£ per ton	110·91	119·04	109·19	91·32	102·05
Palm kernel oil, crude, naked, ex-works (2)	£ per ton	115·11	95·32	92·36	104·58	108·41
Palm oil, crude, c.i.f., in bulk, Nigerian 5 per cent	£ per ton	81·41	82·81	76·32	79·07	84·76
Shellac, F.O.T.N. pure, ex-wharf	s. per cwt.	200·04	201·05	192·72	190·58	199·34
Rubber, raw, No. 1 R.S.S., one month future, London, average buyers' and sellers' prices (2) (3)	d. per lb.	31·63	24·59	23·06	21·56	20·28
Textiles:						
Cotton – American middling 15/16 in., spot Liverpool (2)	d. per lb.	21·64	23·27	23·67	22·84	22·52
Cotton linters – American 1st cuts, c.i.f. United Kingdom port	d. per lb. gross. wt.	7·35	6·53	7·09	7·08	7·69
Wool, raw, c.i.f. U.K.:						
Merino, clean scoured 64's (3)	d. per lb.	89	90	94	106	105
Fine crossbred, dominion, clean scoured 58's (3)	d. per lb.	78	80	80	95	98
Medium and coarse crossbred, dominion, clean scoured 50's (3)	d. per lb.	70	70	66	80	83
Jute, raw, c.i.f. Dundee:						
'Export Firsts'*	£ per ton	132·50	161·49	112·68	113·74	122·58
'Export Lightnings'*	£ per ton	125·92	147·54	94·50	94·87	109·08
East African sisal No. 1 grade, c.i.f. London	£ per ton	102·31	92·71	101·56	145·39	134·05
Ceylon coir fibre, mattress. Fair ordinary brown, c.i.f. basis ports	s. per cwt.	49·58	34·72	30·84	33·84	42·75
Indian coir yarn, superior Anjengo, c.i.f.	£ per ton	103·90	127·54	134·40	130·94	124·21
Timber:						
Douglas fir (merchantable), c.i.f. London:						
Small sizes	£ per std.	84·25	77·00	82·33	90·36	98·00
Large sizes	£ per std.	87·67	79·42	83·17	90·36	98·00
Swedish redwood, c.i.f. London:						
Unsorted	£ per std.	100·21	99·26	96·16	97·79	103·00
Fifths	£ per std.	79·77	78·41	76·57	79·50	88·12
Woodpulp, c.i.f. East Coast, 3 months' payment basis:						
Chemical, sulphite, bleached (2) (3)	£ per ton	55·50	55·14	51·21	51·00	54·50
Chemical, sulphite, easy bleaching (3)	£ per ton	48·92	50·50	46·92	46·92	50·00
Chemical, sulphite, strong (3)	£ per ton	45·92	48·00	44·83	44·92	48·00
Chemical, sulphate, unbleached Kraft (3)	£ per ton	42·83	44·50	42·08	43·50	46·50
Mechanical, unbleached (3)	£ per ton	28·50	28·50	28·50	28·50	28·50

Notes:
(1) Prices in this table may not in all cases be representative. Specifications are stated as fully as possible against each commodity and the prices relate only to these specifications.
(2) Annual average prices for these commodities were published in the Statistical Abstract for the United Kingdom for the inter-war years up to 1938, though the specifications and terms of sale (e.g. delivery) were, in many cases, not strictly comparable.
(3) Annual average prices for these commodities are available for 1946-1953, though in some cases the specifications have changed.
(4) Terms of sale revised during 1959.
* New Nomenclature.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

WHOLESALE PRICE INDICES

Lower prices for materials in January

PRICES OF BASIC MATERIALS and fuel used in manufacturing industry fell a little further in January. This easing was in the non-food sector and was very largely a reflection of the fall in prices of non-ferrous metals; it is too early to say whether there has been any change of direction in the upward trend which persisted throughout the previous fifteen months. Prices in the food sector were little changed, on average, in January, slightly higher than in the fourth quarter and nearly 2 per cent more than in the first quarter of last year.

Output prices have continued to increase in recent months. In

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963	1964				1964								1965
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·3	106·9	106·1	107·0	108·2*	107·3	106·2	106·7	107·1	107·2	108·2	108·4*	108·0*	107·7*
	Basic materials	102·1	102·7	101·9	102·9	104·2*	103·2	102·1	102·7	103·0	103·1	104·3	104·5*	104·0*	103·4*
	Fuel	138·5	138·2	138·1	138·1	138·4*	138·2	137·6	137·6	138·3	138·4	138·1	138·5*	138·8*	140·8*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	106·1	107·9	107·8	108·6	109·9*	107·5	107·8	108·1	108·6	109·1	110·0	110·3*	109·5*	109·2*
	Basic materials other than fuel	100·4	102·5	102·5	103·5	104·9*	102·0	102·6	102·9	103·4	104·0	105·1	105·3*	104·3*	103·7*
211 to 229	Materials and fuel used in the food manufacturing industries.	106·1	103·9	102·3	103·7	105·3*	106·2	102·9	103·9	104·0	103·3	104·9	105·1*	105·8*	105·7*
263 to 277	Materials and fuel used in the chemicals and allied industries.	109·0	109·9	110·4	111·7	113·2*	109·8	110·8	111·6	111·7	111·8	112·1	113·3*	114·1*	114·6*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	131·4	133·3	134·7	135·5	137·6*	132·6	134·7	134·9	135·5	136·1	137·1	138·0*	137·8*	137·5*
361	Materials and fuel used in the electrical machinery industry.	121·5	122·9	124·2	125·2	127·6*	122·4	124·2	124·4	125·2	125·9	126·8	128·1*	128·1*	128·4*
Order X	Materials and fuel used in the textile industries.	100·1	102·4	99·2	97·8	95·6*	101·8	98·4	97·7	98·3	97·6	96·5	95·9*	94·3*	94·4*
Order XIV	Materials and fuel used in the timber industries.	111·1	113·1	114·5	115·3	117·4*	112·5	114·8	115·0	115·2	115·7	116·0	117·9*	118·3*	119·2*
Order XV	Materials and fuel used in the paper industries.	108·3	109·8	109·9	110·1	110·5*	109·7	109·9	109·8	110·2	110·3	110·3	110·6*	110·7*	113·2*
Order XVII	Construction materials	123·1	124·1	125·4	126·1	127·6*	123·8	125·7	125·9	126·1	126·4	126·9	127·7 *	128·2*	128·2*
Part of Order XVII	House building materials	122·9	124·3	125·9	126·5	128·2*	123·9	126·2	126·3	126·5	126·8	127·2	128·5*	128·9*	129·0*

* Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963	1964				1964								1965
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Orders III to XVI	All manufactured products: Total sales	120·8	121·6	123·3	124·3	125·3*	121·5	123·7	124·0	124·3	124·6	124·8	125·5*	125·7*	125·9*
	Home market sales	121·2	122·2	124·1	125·2	126·3*	122·1	124·4	124·8	125·1	125·5	125·7	126·5*	126·7*	127·1*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	121·8	122·8	123·8	124·7	125·7*	122·6	124·1	124·4	124·6	125·0	125·2	125·9*	126·1*	126·3*
	Home market sales	122·6	124·0	125·0	125·8	127·0*	123·7	125·2	125·5	125·7	126·2	126·3	127·2*	127·5*	127·9*
211 to 229	Products of the food manufacturing industries: Home market sales	117·1	117·4	117·2	118·2	119·5*	117·9	117·4	118·3	118·4	118·0	118·8	119·8*	120·0*	120·6*
263 to 277	Chemicals and allied industries: Total sales	104·1	104·4	105·1	105·6	106·4*	104·2	105·2	105·5	105·5	105·9	106·2	106·4*	106·7*	107·2*
	Home market sales	105·2	105·7	106·5	107·1	108·0*	105·4	106·6	107·0	107·1	107·3	107·6	108·0*	108·3*	109·1*
311 and 312	Iron and steel industries: Total sales	128·8	129·0	129·1	129·5	129·8*	128·9	129·1	129·3	129·5	129·6	129·7	129·8	129·9*	130·0*
	†Home market sales	133·8	134·1	134·2	134·3	134·6	134·0	134·2	134·2	134·4	134·4	134·6	134·6	134·7	134·8*
Order X	Textile industries other than clothing: Total sales	106·8	108·8	109·9	110·5	111·3*	108·2	110·1	110·1	110·5	110·9	111·0	111·4	111·5*	111·6*
	Home market sales	104·9	106·7	107·5	108·3	109·0*	106·3	107·8	108·0	108·3	108·6	108·6	109·1	109·2*	109·4*
Order XII	Clothing and footwear: Home market sales	111·0	111·9	112·3	112·9	113·1*	111·9	112·5	112·7	112·9	113·0	113·0	113·1*	113·3*	113·4*
Order XIV	Timber industries: Home market sales	113·3	115·5	116·8	117·5	119·0*	115·0	116·9	117·2	117·3	117·9	117·9	119·1*	119·9*	120·6*
481 to 483	Paper industries: Home market sales	112·2	113 5	113·9	114·3	115·4*	113·1	114·1	114·3	114·3	114·4	114·6	115·6	116·1*	118·1*
Order XVII	New construction‡	126	127	128	128	129*		128			128			129*	

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡Index of building costs figures relate to average for the quarter.

the non-food sector the provisional January index for home market sales was 0·7 per cent more than in the fourth quarter and more than 3 per cent up on the first quarter of 1964. This broad trend also applied to the food sector.

Materials and fuel used in broad sectors of industry

A further fall in the price of sugar was responsible for the marginal fall in the index for the food sector; excluding sugar, prices of materials used in this sector were about 0·5 per cent up on the fourth quarter and more than 5 per cent more than a year earlier.

It is necessary, when examining the index numbers for the various broad groups of non-food industries, to bear in mind that they cover a different group of products than is covered in the index for the whole of the non-food sector. They include prices of many semis or intermediate products which are excluded from the index for the whole non-food sector, this is based almost entirely upon price movements of mostly imported materials, plus some indigenous crude materials.

Prices of materials and fuel used in the chemicals and allied industries rose again, for the eighth consecutive month, and were some 4½ per cent up on the first quarter of 1964. There was also a further marked rise in the timber index to a level some 5½ per cent more than a year earlier, partly reflecting the import surcharge. An increase in the price of imported woodpulp was mainly responsible for the rise in the index for the paper industries to 113·2 compared with 109·8 in the first quarter of last year. Prices of materials and fuel used in the electrical machinery industries rose a little more in January and were nearly 5 per cent up on a year earlier, but the index for the mechanical engineering industries fell back a little although still some 3½ per cent more than in the first three months of 1964. The textile index was much the same as in

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the accompanying article on wholesale price indices 1964.

(monthly averages)

	1964				1965
	Jan.	July	Nov.	Dec.	Jan.
Coal†	156·3	151·2	153·3	158·6*	158·6*
Slates	161·1	172·5	172·5	172·5	172·5
Salt	114·0	112·6	111·0	111·0	111·0
Flour	119·3	119·3	119·3	119·3	119·3
Sugar, refined	130·9	131·0	127·4	124·1	122·8
Chocolate and sugar confectionery	106·3	108·0	108·8	109·1	109·9*
Beer	107·2	117·4	117·0	117·0*	117·0*
Tobacco and cigarettes	126·8	136·4	139·3	139·3	139·3*
Hard coke	164·0	164·0	164·0	164·0	164·0*
Motor spirit, standard grade (including duty)	109·4	109·4	118·2	122·7	122·7*
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9*
Lubricating oils and greases	128·4	129·5	129·5	128·9	128·9*
General chemicals	99·9	100·2	100·6	100·7*	100·6*
Pharmaceutical chemicals	65·6	65·9	65·7	65·9*	65·7*
Pharmaceutical preparations	98·0	99·0	100·7	100·5*	100·5*
Toilet preparations	130·5	133·6	132·9	133·0*	134·8*
Paint for building and decorating	113·5	115·8	115·9	116·0*	117·6*
Soap	137·1	139·4	146·1	149·3*	149·3*
Soapless detergents	101·0	103·9	104·8	106·4	106·4*
Synthetic resins and plastic materials	76·7	76·3	74·7	74·7*	74·8*
Steel sheets	132·5	132·9	134·2	134·2	134·2
Tinplate	120·3	120·3	124·2	124·2	127·0
Other steel goods (excluding tubes)	133·8	133·8	133·8	133·9	133·9*
Steel tubes	139·3	141·0	141·0	141·0	141·1
Iron castings	145·4	145·7	145·9	146·3*	146·7*
Aluminium and aluminium alloy products:					
Extruded and drawn	138·8	142·2	142·2	145·2	145·2
Rolled	129·4	132·9	132·9	136·3	136·3
Castings	136·8	139·5	139·5	139·5	139·5*
Forgings	133·9	135·6	135·6	135·6	135·6
Brass, ingot 65-35, B.S. 1400: B3, delivered	102·4	118·9	144·8	140·9	127·2
Photographic paper and films, etc.	125·4	125·4	126·0	126·0*	126·0*
Spectacles, etc.	122·4	125·8	130·2	130·2*	130·2*
Dental goods	131·2	137·2	137·2	137·2*	137·2*
Gramophone records	138·5	138·5	138·5	138·5*	138·5*
Domestic electrical appliances	100·5	101·2	101·2	101·2*	101·0*
Perambulators, etc.	124·1	124·5	124·5	124·5*	124·5*
Tools and implements	140·3	144·2	147·2	147·8*	147·9*

	1964				1965
	Jan.	July	Nov.	Dec.	Jan.
Cutlery	131·7	132·1	132·8	132·8*	132·8*
Cutlery (other than razors and razor blades)	131·6	132·8	133·9	133·9	133·9*
Spoons and forks	145·9	148·9	150·3	150·3	152·0*
Galvanized cisterns, tanks and cylinders	157·1	157·1	163·3	163·3	163·3*
Domestic hollow-ware	142·8	147·7	147·7	147·7	149·0*
Domestic gas appliances	110·6	112·2	112·2	112·2	112·2
Cotton yarn	91·2	95·4	97·7	97·8	97·8
Spun rayon yarn	98·3	105·0	106·1	106·5	106·5*
Irish linen yarns (wetspun)	131·4	134·5	134·5	134·5	134·5
Cotton cloth	96·7	101·5	104·0	105·0*	105·0*
Linen	126·9	127·9	129·7	129·7	129·7*
Rayon and acetate fabric	111·9	116·8	118·2	118·8*	119·1*
Wool tops	98·3	88·7	85·6	80·9	79·7*
Worsted yarns	102·6	97·4	95·1	91·7	90·8*
Harris tweed	108·3	108·3	108·3	108·3	108·3
Serge cloth	101·4	101·5	100·8	99·1	99·0
Jute yarn	104·2	107·7	125·4	125·4	125·4*
Jute piece-goods	112·4	112·4	127·8	127·8	127·8*
Rope, twine and net	126·6	128·7	129·3	126·5	123·2*
Hosiery and other knitted goods	97·2	98·9	100·2	100·2*	100·8*
Carpets and rugs	127·3	127·4	127·8	127·8	127·8*
Canvas goods and sacks	100·9	98·4	99·7	105·2	105·2*
Leather for footwear	105·5	104·6	108·5	108·7	108·7*
Travel goods	122·5	125·8	125·4	125·4	125·4*
Made-up clothing	111·0	111·9	112·3	112·5*	112·7*
Weatherproof outerwear	102·5	102·8	102·8	102·8*	102·8*
Men's and boys' tailored outerwear	113·0	113·3	113·9	114·5*	114·7*
Women's and girls' tailored outerwear	109·7	110·4	110·1	110·1*	110·6*
Women's and girls' light outerwear	109·5	109·9	110·7	110·8*	111·1*
Footwear (excluding rubber)	112·9	113·5	113·7	113·7*	114·0*
Refractory goods, including bricks	145·4	145·4	145·7	149·6	149·6
Non-refractory goods, including bricks	126·8	129·5	130·6	130·6*	132·3*
Building bricks, common, other than fletton, *ex works.*	128·2	133·2	134·1	134·5*	136·1*
Building bricks, fletton common, *delivered.*	119·3	119·3	119·3	119·3	119·3*
Electrical porcelain	128·4	128·4	132·3	132·3	133·3*
Domestic china and earthenware	136·4	141·2	142·3	142·3	142·3*
Glass (other than containers)	132·8	133·1	135·2	135·2	135·2*
Glass containers	118·4	123·2	123·4	123·4	124·3

* Provisional figure. † This index is based on prices ruling on the last day of the month.

WHOLESALE PRICES, *continued*

the previous month, about 1 per cent less than in the fourth quarter and some 8 per cent below the high first quarter a year earlier.

The provisional indices for construction materials and for house building materials remained about 0·5 per cent above the fourth quarter level and some 3 to 4 per cent up on the first quarter of 1964.

Output of broad sectors of industry

The rise in the food manufactures' index in January came from increases in a number of commodities, including some animal feeding stuffs, wheat breakfast foods, and chocolate and sugar confectionery. Sugar prices fell. Excluding sugar, the food index in January was about 1½ per cent up on the fourth quarter and 3½ per cent more than a year earlier. The provisional index numbers for the other broad sectors of industry separately distinguished in Table 2 all moved up again in January. The largest increase, nearly 2 per cent, was in the paper index which reached a level some 4 per cent up on the first quarter of 1964. There were also further significant increases in the chemicals index and in the timber index. The index numbers for the other groups of industries – clothing and footwear, textiles and iron and steel were a little higher than in December. Compared with the first quarter a year earlier, prices of products of the iron and steel industry in January were up by about 1 per cent, those for the clothing and footwear industries were up by about 2 per cent and for the textile industries by some 3 per cent.

3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1964				1965		1964				1965
	Jan.	July	Nov.	Dec.	Jan.		Jan.	July	Nov.	Dec.	Jan.
Cement, delivered	124·5	124·5	124·5	124·5	124·5	Other manufactures of paper and board	105·3	108·1	108·1	108·1*	109·2*
Abrasive paper and cloth	128·7	128·7	128·7	128·7	130·3	Rubber tyres and tubes	123·4	123·4	123·4	123·4	123·4*
Cast stone and cast concrete products	111·6	112·4	117·1	117·1	117·1*	Rubber goods (other than tyres and tubes)	115·7	117·0	117·3	118·7*	118·7*
Home-grown hardwood	101·8	103·3	104·5	105·8*	104·7*	Rubber footwear	125·9	125·9	125·9	135·2	135·2*
Domestic furniture	118·3	119·9	120·2	121·2*	122·2*	Linoleum and felt base	133·8	137·4	137·5	138·5	142·0*
Bedding, etc.	110·3	112·8	113·5	113·5	115·6*	Brushes and brooms	137·1	138·9	138·9	138·9*	142·9*
Wooden boxes, packing cases, crates, etc.	116·1	119·4	121·2	121·6*	121·5*	Toys and games	120·9	122·1	122·1	122·1*	126·1*
Paper and board	111·5	112·4	112·9	113·6*	116·6*	Sports equipment	133·4	133·9	133·9	133·9*	133·9*
Cardboard boxes, cartons and fibreboard packing cases.	111·7	112·8	116·1	116·7*	117·5*	Pens and pencils	114·0	112·3	112·3	113·8*	113·8*
Wallpaper	133·8	133·8	133·8	133·8	138·0	Other stationers' goods	126·9	130·3	130·3	132·7	132·7
Paper bags	118·4	118·4	118·4	118·4	118·4*	Plastic mouldings	103·9	103·7	104·0	104·0*	105·7*
Manufactured stationery	118·5	120·4	120·4	120·4	122·8*						

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1964				1965		1964				1965
	Jan.	July	Nov.	Dec.	Jan.		Jan.	July	Nov.	Dec.	Jan.
Hides and skins	77·4	84·3	91·5	90·0	90·0*	Textiles:					
Imported	84·9	91·2	94·6	94·8	94·8*	Coir yarn, c.i.f. United Kingdom ports	156·9	154·0	154·9	154·2	154·6*
Native	66·2	73·9	86·9	82·9	82·9*	Cotton, raw	72·6	72·6	71·8	71·8	71·9*
Non-ferrous metals:						Jute, raw, 'Export Firsts', c.i.f. Dundee	120·7	118·3	155·4	156·1	155·9*
Aluminium, virgin ingot, delivered	117·9	123·1	123·1	125·5	125·6*	Jute, raw, 'Export Lightnings', c.i.f. Dundee	115·1	114·7	150·2	151·3	148·1*
Copper, ex-ship, wharf or warehouse†	95·6	124·7	204·3	185·2	146·0	Silk, raw, delivered mill	114·7	117·3	116·2	119·7	119·7*
Lead, ex-ship, wharf or warehouse†	81·9	102·0	137·4	144·3	130·9	Sisal, East Africa No. 1 Grade, c.i.f. London	172·7	164·3	126·0	125·6	117·0*
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9	Wool, raw	99·7	90·1	84·0	79·1*	79·1*
Tin, ingot, min. 99·75 per cent, settlement price	144·6	173·9	207·0	183·1	174·4	Crossbred, medium and coarse, c.i.f. U.K.	117·7	106·3	97·0	88·5	88·5*
Zinc, ex-ship, wharf or warehouse†	122·4	178·6	159·8	159·1	149·4	Crossbred, fine, c.i.f. U.K.	103·1	93·2	86·2	80·7	80·7*
Oils, resins and gums:						Merino, c.i.f. U.K.	90·8	80·3	76·7	72·8	72·8*
Linseed oil, crude, naked, ex-works	118·7	125·4	122·1	121·7	121·7*	Timber:					
Palm oil, c.i.f., in bulk	101·0	101·2	109·3	111·7	111·7*	Imported hardwood (ex-yard or wharf)	111·0	113·1	115·1	115·1	117·6*
Whale oil, acid, soft, naked, ex-works	69·5	85·0	74·9	72·2	72·2*	Imported plywood (delivered to consumers)	101·0	102·0	117·1	117·2	118·7*
Pyrites, c.i.f., United Kingdom ports	59·4	60·4	70·3	63·5	63·5	Imported softwood (delivered to consumers)	109·6	113·3	116·1	116·7	117·7
Rubber, No. 1 R.S.S. one month future	94·5	99·5	105·5	103·0	106·2*	Woodpulp, imported	100·3	100·8	100·9	100·9	103·8*
Sulphur, crude (for acid making), c.i.f.	62·9	64·3	64·2	64·2	71·9						

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

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Production in the cotton industry

THE VOLUME of production in the cotton industry in December was 3 per cent more than in December 1963 and for the year 1964 as a whole 4 per cent more than in 1963.

Statistics issued by the Cotton Board show that in 1964 output of single yarn was 4 per cent more than in 1963. The yardage of cloth woven was 3 per cent more than in 1963; output of wholly cotton cloth remained at about the same level while the output of man-made fibre and mixture cloth increased by 7 per cent. The amount of yarn doubled was 5 per cent more than in 1963.

(All figures are weekly averages)

	Single-yarn (*a*)		Double-yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1963 December	9·00	2·50	2·42	1·90	18·7	10·3
1964 January*	9·94	2·74	2·65	2·21	20·1	11·5
February	10·22	2·89	2·73	2·30	21·1	12·1
March*	9·39	2·63	2·49	2·15	19·5	11·3
April	10·35	2·94	2·79	2·45	21·1	12·5
May	10·23	2·87	2·70	2·42	20·7	12·1
June*	8·14	2·35	2·26	2·05	20·3	11·5
July	8·15	2·14	2·26	2·09	12·2	8·1
August	9·70	2·84	2·36	2·19	20·1	11·3
September*	9·63	2·79	2·56	2·31	19·2	11·6
October	10·37	3·14	2·76	2·49	20·9	12·6
November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*average of five weeks. † 53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in December was 2 per cent less than in December 1963 and for the year 1964 as a whole 1 per cent less than in 1963.

Figures for December issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rate of production of tops was 19 per cent less than in December 1963 and the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 4 per cent and 1 per cent less respectively.

Compared with 1963 production of tops in 1964 was 13 per cent less and deliveries of worsted yarn 3 per cent less, while deliveries of woven fabrics (excluding blankets) remained at the same level.

The total value of manufactures of the woollen and worsted industries (tops, yarns, woven fabrics, etc.) exported in 1964 was £131·8 million – slightly more than in 1963. Compared with 1963 the value of woven fabrics and yarns exported was 5 per cent and 4 per cent more respectively; the value of tops exported was 10 per cent less than the rather high figure for the year 1963.

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3		58·3	44·3	37·1	8·2
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·7	68·8	71·0	55·8	46·5	34·3	8·5
4th quarter	114·9	74·7	83·0	64·2	47·6	39·1	10·3
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3		59·1	45·2	39·2	10·0
1963 October	42·3	27·5	..	23·9	18·1	14·0	4·1
November	38·7	25·4	..	21·9	16·2	13·5	3·2
December	33·9	21·8	..	18·3	13·3	11·7	3·1
1964 October	34·3	20·7	..	21·2	16·5	13·5	3·6
November	32·6	19·9	..	19·4	15·2	13·3	3·4
December	31·2	18·6	..	18·5	13·5	12·4	3·1

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the wool textile industry

Quarters or quarterly averages

	Wool tops		Yarns (*a*)		Woven fabrics		Other products of the wool textile industry (*b*)	Total
	£ m.	Mn. lb.	£ m.	Mn. lb.	£ m.	Mn. sq. yds.	£ m.	£ m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	..	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	..	1·03	32·95
1962:								
1st qtr.	8·41	19·44	4·65	7·37	16·00	22·72	0·76	29·82
2nd qtr.	8·97	20·89	4·53	7·45	15·38	22·04	0·78	29·66
3rd qtr.	7·35	16·92	4·10	6·55	15·94	22·12	0·71	28·10
4th qtr.	9·11	20·96	4·98	8·12	14·81	21·19	0·73	29·63
1963:								
1st qtr.	11·08	26·33	5·22	8·45	15·19	..	0·63	32·11
2nd qtr	12·26	28·21	5·20	8·61	15·53	..	0·63	33·62
3rd qtr.	9·85	21·38	5·00	7·86	16·85	..	0·79	32·49
4th qtr.	9·63	20·10	5·85	8·96	16·21	..	0·96	32·65
1964:								
1st qtr.	10·48	21·20	5·66	8·58	15·95	..	0·97	33·07
2nd qtr.	12·11	23·25	6·05	8·85	17·47	..	1·03	36·66
3rd qtr.	7·60	14·74	4·92	6·96	16·64	..	1·04	30·20
4th qtr.	8·19	15·96	5·46	7·73	17·17	..	1·07	31·89

(*a*) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.
(*b*) Including animal hair carded or combed, felts (wholly or partly of wool), blankets, travelling rugs and other manufactures of the woollen and worsted industry. Carpets, garments, smallwares and knitted, etc. fabrics are excluded.

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HMSO

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand at the end of December 1964 in the grouped textile and clothing industries was 2 per cent less than at the end of November, but 6 per cent more than at the end of 1963.

Both the rate of deliveries and the rate of receipt of net new orders in December 1964 were 2 per cent less than in December 1963. In the year 1964 deliveries were some 3 per cent more than in 1963; net new orders were at much the same level.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964*	125	100	98
1963 1st quarter	100	95	94
2nd quarter	105	96	93
3rd quarter	100	89	93
4th quarter	117	118	102
1964 1st quarter	121	103	99
2nd quarter	125	100	96
3rd quarter*	113	83	93
4th quarter*	125	113	102
1963 October	110	134	107
November	119	137	110
December	117	84	90
1964 October*	119	128	109
November*	127	130	108
December*	125	82	88

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months, but not for holidays or for any other seasonal variations.
* Provisional.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in December were only fractionally higher than a year earlier, the index number remaining at the same level. This compares with a rise of 3 per cent in November and a drop of 1 per cent in October.

The fourth quarter showed an increase of 1 per cent over the same quarter of 1963, while sales during 1964 as a whole were 4 per cent higher than in 1963.

The value of stocks held at the end of December was 5 per cent higher than at the end of 1963.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1964 January	76	+ 9	124	+4
February	96	+13	140	+3
March	127	+ 5	145	+4
April	109	+ 8	139	+6
May	98	— 6	140	+7
June	96	+10	135	+6
July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5

Analysis by department

Percentage of corresponding values for 1963

	Sales (b)		Stocks (b)
	December	January-December	At end of December
Women's knitted outerwear, blouses and skirts	107·2	118·0	114·3
Women's coats costumes, furs and raincoats	102·2	97·0	112·3
Women's underwear	101·6	95·3	104·5
Women's hose and children's socks	89·4	101·0	113·6
Women's millinery	89·7	101·4	107·1
Haberdashery, ribbons and wool	93·2	88·0	84·1
Children's wear	104·2	104·9	106·3
Men's and boys' shirts, pyjamas and outfitting	102·2	102·8	106·5
Gloves	87·0	95·9	148·3
Piece-goods and nets	98 0	109 4	91·3
Household textiles	101·0	99·5	93·4
Floor-coverings, furniture and hardware	105·3	105·7	107·2
Grand total (a)	100·4	103·8	105·0

Notes
(a) Including some items not included among the sub-headings. (b) Values at cost.

New and Revised British Standards

RECENT British Standards are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

B.S.		s. d.
3178	Playground equipment for parks – Part 3 Special requirements for swinging apparatus:	
	3178 Part 3D:1964 Swings	4 6
	3178 Part 3E:1964 Rocking boats	3 6
	3178 Part 3F:1964 Rocking horses	3 6
3592	Steel wire for rubber hose reinforcement:	
	3592 Part 2:1964 Patented steel wire	4 6
3680	Methods of measurement of liquid flow in open channels:	
	3680 Part 3:1964 Velocity area methods	25 0
3824:1964	Colour transmission of photographic lenses	5 0
3825:1964	Electrically conducting rubber footwear	3 6
3826	Silicone based water repellents for masonry:	
	3826 Part 1:1964 For clay brickwork	5 0
3827	Glossary of terms relating to builders' hardware:	
	3827 Part 1:1964 Locks (including locks and latches in one case)	10 0
3828:1964	Lead crystal glasses	3 0
3829	The principal external dimensions of single stage centrifugal pumps:	
	3829 Part 1:1964 Horizontally split casing, double inlet impeller	4 6
	3829 Part 2:1964 End suction pumps	4 6
3830:1964	Vitreous enamelled steel building components	3 0
3831:1964	Vitreous enamel finishes for domestic and catering appliances	3 0
3832:1964	Wire braid reinforced rubber hose, type 2, and hose assemblies fitted with end couplings	5 0
3833:1964	Potassium thiocyanate, photographic grade	4 6
3834:1964	Sodium metabisulphite, photographic grade	4 6
3835:1964	Rigid PVC profiles for fitting sheet lining materials	4 6
3836	Components of microscopes:	
	3836 Part 1:1964 Microscope cover slips and slides	5 0
3838:1964	Woollen and blended woollen blazer cloth	3 6
3845:1964	Method for the determination of added oil content of jute yarn, rove and fabric	3 6

AUTOMOBILE SERIES

B.S.		
AU50	Tyre and wheel engineering data:	7 6
	AU50 Part 1:1964 Tyres	15 0
	AU50 Part 2:1964 Wheels and rims	2 6
	AU50 Part 3:1964 Valves	

NEW AIRCRAFT STANDARD

B.S.		
F121:1964	Metallic slide fasteners for aeronautical purposes	6 0

REVISED BRITISH STANDARDS

B.S.		
381C:1964	Colours for specific purposes	15 0
509:1964	Acetone	4 6
517:1964	Cresylic acid of specified *ortho*-cresol content	10 0
521:1964	Cresylic acid of specified *meta*-cresol content	10 0
522:1964	*Ortho*-cresol, *meta*-cresol and *para*-cresol	8 6
523:1964	Phenol	6 0
524:1964	Refined cresylic acid	7 6
549:1964	Diacetone alcohol	3 6
648:1964	Schedule of weights of building materials	10 0
1408:1964	Patented cold-drawn steel spring wire	7 6
1434:1964	Copper for electrical purposes. Commutator bars	10 0
1478:1964	Bending dimensions and scheduling of bars for the reinforcement of concrete	5 0
1999:1964	Tritolyl phosphate	4 6
2506:1964	Antistatic rubber footwear	3 6
2569:1964	Sprayed metal coatings:	
	2569 Part 1:1964 Protection of iron and steel by aluminium and zinc against atmospheric corrosion	4 6

REVISED CODE OF PRACTICE

B.S.		
CP98:1964	Preservative treatments for constructional timber	6 0

Government Surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
Feb. 24 .	Clothing; blankets; footwear and miscellaneous stores.	Located at Command Ordnance Depot, Kinnegar, Holywood, Co. Down, Northern Ireland. Sale at The Mart, 13 Gloucester Street, Belfast	Osborne King and Megran, (Dept. L), 14 Montgomery Street, Belfast 1. (Tel. 20233).
Feb. 25 .	Plant and miscellaneous stores . .	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge and Owen, (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).
Mar. 4 .	Plant and miscellaneous stores including: tractors; fork lift trucks; road roller; diesel generators; concrete mixer; armoured hose; watches; A.R. 88 and other radio receivers; canteen kitchen equipment; platform and kitchen scales; portable shelters; tentage; tent poles and scrap canvas; used tyres; tarpaulins; spanners and other tools; electronic equipment; electrical and wireless spares. Nitrue onazote and other synthetic sheets; Humber and other M.T. spares; aircraft spares; blankets; mattresses; bolsters; fold flat tables and forms; wardrobes; bedsteads and other furniture; ground sheets; greatcoats; boots; shoes and other clothing, etc.	Ordnance Storage & Disposal Depot, Rotherwas, near Hereford.	Russell Baldwin & Bright, (Dept. L), 20/21 King Street, Hereford. (Tel. 4366).
Mar. 11 .	Vehicles and miscellaneous stores . .	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd., (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
Mar. 16 .	Miscellaneous stores	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son, (Dept. L), 52 Merrion Street Leeds, 2. (Tel. 20898).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal and vertical borers; radial drills; universal grinder; centre lathes; plano-miller and planing machines.

Location:

Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18. Application for Tender Forms should be made to: Ministry of Defence (AD), Directorate of Sales 4(b)(ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by March 2, 1965. Permission to view on presentation of Tender Forms only.

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Mar. 3 .	Sale will consist mainly of various types of hutting (timber, sectional-timber, etc.)	Royal Air Force, Melksham . . .	Thompson, Noad & Phipp (AFD1), 39 Market Place, Chippenham, Wilts. (Tel. 2271-2).
Mar. 18 .	Miscellaneous Stores and Equipment .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel: Stockport 2252).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sale held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*). All other catalogues free.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
March 2 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

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Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1964, but any later changes known to have come into operation are shown. **21s.** (by post 21s. 10d.)

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Exhibitions and Fairs

British firms' success at Brussels building exhibition

A REPORT FROM THE BRITISH EMBASSY, BRUSSELS

DURING THE FIVE years which have passed since the first Brussels International Building Exhibition, about one-tenth of the families in Belgium have moved into new homes. By providing the Belgian home-seeker with a central point where he can examine the wide range of products available for the modern home, the Building Exhibition has taken advantage of a fairly popular demand.

British firms have not been slow to realise the possibilities of this Exhibition as an introduction to a lucrative market. This year, for the third successive year, the National Council of Building Materials Producers, supported by the Board of Trade, arranged a joint stand on which a group of British firms offered their products to the Belgian public. The excellent British stand was attractively designed by the C.O.I. Those firms participating for the first time must have been encouraged by the success achieved in the last two years. A typical case is that of one firm who first came to the 1963 Exhibition, with no contacts of any sort in Belgium, attracted the attention of a Belgian firm on a neighbouring stand, and by the end of the show found themselves with a very good agent. In 1964, this agent manned the stand for the British firm and drew an exceptional amount of business. This year, the agent had his own stand on which the products of his British principal were prominently displayed.

It is too early yet to give a complete assessment of the 1965 Exhibition, but first reports are very encouraging. One exhibitor was even embarrassed by the number of demands for the agency for his firm's product and had to turn to the Embassy for help in choosing the right man. Another firm selected an agent in the first three days of the show; even before the Exhibition closed, the new agents were taking orders for the British firm's products on their own stand. Almost every exhibitor reported brisk business and all declared that the contacts made and the knowledge gained of the Belgian market would alone be sufficient to justify the efforts they had made.

The show itself was even more successful than in past years. Two days before it closed attendance was already almost up to last year's record figures, with a week-end, usually the busiest time of all, still to come. Numerous would-be exhibitors were turned away because of the lack of space, and a decision has been taken to move to a bigger site next year.

During the show several exhibitors made use of the services available from the Commercial Department of the Embassy to help them to follow up contacts they had made. But in the end, if the exhibiting firms were successful, the credit must go to the energy and enthusiasm of the representatives on the stands and to the care with which individual exhibits were planned and presented. For though the Government and trade associations can do much to help, it is only the individual firm who can do the actual selling.

British toy displays at Nuremberg

NEW DEVELOPMENTS in toys such as junior-sized working hovercraft, an electronic rifle range and jet engines for model aircraft, as well as more traditional items such as dolls and soft toys, were features of the official British displays at the International Toy Fair, Nuremberg, which opened on February 14 and closed on February 19.

These displays—the sixth joint venture between the British Toy Manufacturers' Association and the Board of Trade at this event—covered over 3,000 sq. ft. and included individual exhibits by 25 British toy manufacturers.

Other exhibits in the displays included model kits of famous racing cars, model electric trains, a half-scale replica of a penny-farthing bicycle, an electrical toy home workshop, a toy typewriter easily mistaken for the real thing, and skates useable as ice, roller or ski-skates.

A number of other British firms took part in the Fair independently, either directly or through agents.

Sixteen thousand trade buyers visited last year's event, when Britain was the largest foreign exhibitor.

Today Britain has Europe's largest toy industry which, as well as providing four out of five toys for the home market, exports 25 per cent of its output to 150 countries. In 1964 these exports were worth nearly £12 million, including almost £1 million worth to West Germany, Britain's best toy market in Europe. Fifty years ago 90 per cent of the toys sold in Britain were imported, mainly from Germany.

Commonwealth Trade Fair

In the notice which was published under the above heading on page 348 of last week's *Board of Trade Journal*, the second sentence should have read: 'Exhibition space will be available to firms located within the Commonwealth which manufacture or provide goods and services (other than retail) and also to Commonwealth Governments and Ancillary Services.'

HRH Princess Margaret, who with Lord Snowdon visited the International Furniture Exhibition on February 2, inspects the construction of a bedstead.

Furniture Show becomes international

SPECIAL SIGNIFICANCE is attached to Interfurn 65, the International Furniture Show now being held at Earls Court, London until February 13. Although this is the 16th in the series, it is the first occasion on which the Show has been presented on an international scale. Among the 292 manufacturers presenting a world's eye view of trends in furniture design, are exhibitors from Belgium, Denmark, France, West Germany, Spain and Sweden. The international aspect has also attracted large numbers of overseas buyers, many of whom have taken advantage of a special 'package deal' scheme under which European buyers visiting the exhibition can have their air-travel, hotel accommodation and car-transport in Britain arranged for them. A number of overseas buyers have also been visiting British furniture factories during their stay. Among other facilities covered by the 'packaging deal' are an interpreter service, free catalogues, and exhibition season tickets.

The Show was opened by Mrs. Harold Wilson, wife of the Prime Minister on February 1 and was attended on February 2 by HRH Princess Margaret and Lord Snowdon. The emphasis this year is on good design and a high level of styling, construction and fitness for purpose is to be found in modern and reproduction pieces.

The sponsors of the 1965 International Furniture Show, the British Furniture Manufacturers' Federated Associations and the National Bedding Federation, report that there has been an enthusiastic response to the recently formed British Furniture Manufacturers Export Club, designed to help firms in the industry to expand their overseas business. The Club, with offices at 17 Berners Street, London, W.1, assists both experienced and first-time furniture exporters with information regarding the appointment of agents, methods of delivery, packing and documentation and insurance. Conferences are to be organized to keep British firms up to date on specific aspects of furniture export and other facilities include co-operative overseas warehousing and joint publicity.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 422.

Astor Lodge

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Telephone: Maida Vale 0181/5

St. John's Wood's Luxurious Hotel

a few minutes from the West End

All rooms have private bathroom, telephone & central heating

Terms: from 55/- nightly single, 90/- nightly double } inclusive of breakfast

A WIDER RANGE OF LISTENING INTEREST THAN YOU'VE KNOWN BEFORE WITH THE EDDYSTONE 'EC10'

The Eddystone "EC10" transistorised communications receiver gives a wide range of listening interest. It has complete coverage through from medium waves to 10 metres and, with its high sensitivity, enables stations over long distances to be received. The "EC10" is small, compact, and ready for use anywhere. A battery unit is fitted as standard, and a mains unit is also available. Robustly constructed in two-tone grey cabinet.

STRATTON & CO. LTD · BIRMINGHAM 31

A BARGAIN — new Ready-Made Company registrations £25 complete—(England/Scotland) Export, Engineering, Textile, General Merchants and all other trades specially prepared by Mr. T. A. Herbert, LL.B. and Mr. P. Jamieson, Ex-registrar of the Board of Trade Companies Department of Scotland. Get "Advantages of Trading as a Limited Company" 3/- post free.

Business Economy Company Registrations
(Dept. A/92) 156 Strand, London, W.C.2
(for English Companies) TEM 8377/8, 2294/5; and
19 Walker Street, Edinburgh 3, CAL 1167/8/9

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Business trips abroad cost money,
but so does lack
of up-to-date information.
What should you do?
Simple: still go on a business trip —
but only one. One is all you need.
Go to Germany once a year,
to Hanover,
to the international Hanover Fair.
5,800 firms, large and small,
from 29 countries will exhibit their
latest and most advanced products.
Profit from a visit to Hanover —
as have millions of visitors
for almost 20 years!

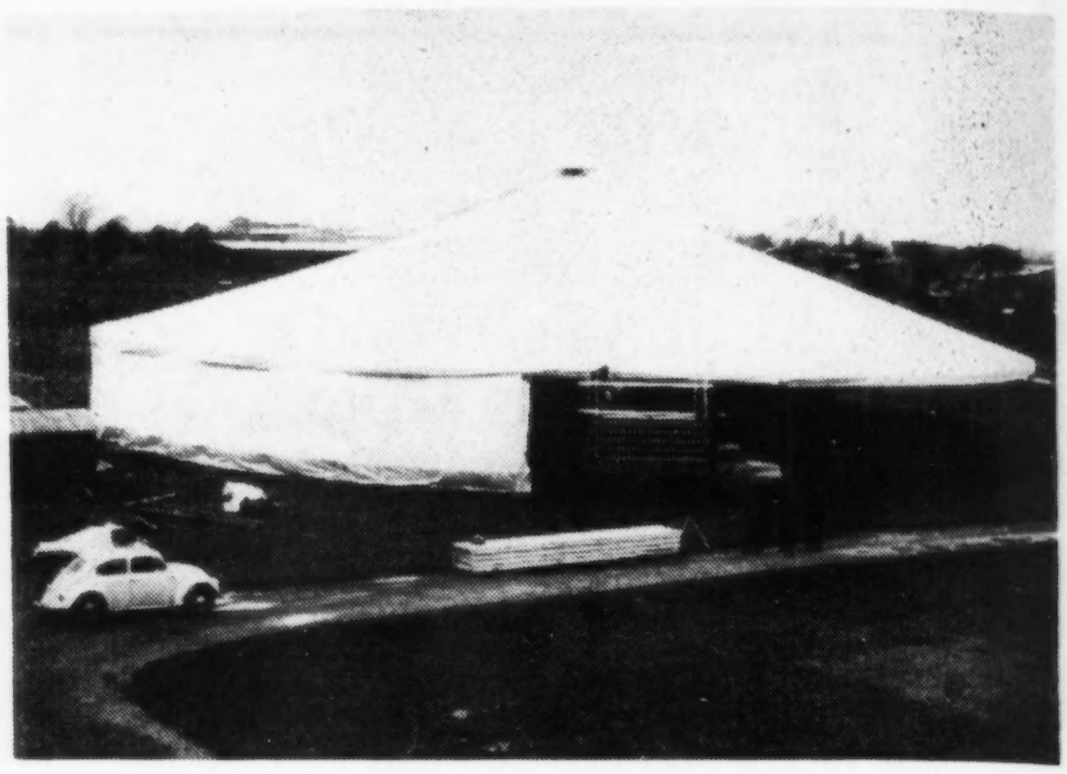
Hanover Fair 1965

24th April — 2nd May

INFORMATION from U.K. Official Agents

SCHENKERS Limited.
Royal London House,
13 Finsbury Square,
London E.C.2.
Telephone: METropolitan 9711.

Leylux, who recently took part in the Wuppertal and Paris furniture exhibitions, had two of their continental agents at the Chorley factory recently to see 1965 lines. From left to right are Mr. Ernie Euers, sales manager; Monsieur Paul Haziza of M.I.C. in Paris who handle the French market for Leylux; Mr. Ben Pickup, Leylux managing director; Mr. W. E. Lees, Swiss agent; and Mr. David Pickup whose responsibility is Leylux production.



This £10,000, 7½-ton, 132 ft.-diameter parasol tent is said to be the largest ever exported to the African continent. It was sent by the London firm of John Edgington and Co. Ltd., to the Uganda Government for the Uganda International Trade Fair in Kampala. The huge circular tent has only one centre pole and no guy ropes or other obstructions inside. It is claimed to be storm-resistant and particularly suitable for tropical climates.

£5m worth of trade from 'Enterprise Scotland, '64'

AN ESTIMATED £5 million worth of trade – both home and export – resulted from the Enterprise Scotland '64 Exhibition held in Glasgow last September. This was stated on January 28 by Lord Clydesmuir, the Exhibition chairman, in his final report. Orders totalling £1 million were announced during the exhibition, and he estimated that follow-up orders still coming in might well add up to five times that amount.

Buyers from 28 different countries, as far apart as Iceland and South America, had visited the exhibition, and 10 per cent of admissions (30,000 people) had been on buyers' tickets. 'We wanted to stimulate Scottish trade, and this appears to have been done,' said Lord Clydesmuir, and added that in addition to achieving its objectives of demonstrating Scotland's modern diversity of industries and attracting buyers, the exhibition had also made a small profit.

Lord Polwarth, chairman of the Scottish Council (Development and Industry), who sponsored the exhibition, said it had obviously been very well worth while. They were now looking forward to the possible future of such exhibitions, and investigating whether the pattern of the past was necessarily the best one for the future. They would continue to help and encourage Scottish firms to take part in exhibitions both at home and overseas, and would also be giving thought to the suggestion made by the Lord Provost of Glasgow, Mr. Peter Meldrum, that a ship should be chartered and used as a floating exhibition touring the world.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	*Date next published*
United Kingdom ...	*Feb. 5*	*May 7*
Outside Europe ...	*Jan. 1*	*Apl. 2*
Europe	*Dec. 4*	*Mar. 5*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East:* 3558, *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists:

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on February 5, January 1, and December 4, respectively.

UNITED KINGDOM

Addition:

CARDIFF: INDUSTRIAL EXHIBITION – May 7-15, 1965.
Apply, Exhibitions (Wales and West) Ltd., Holly House, Rhiwderin, Monmouthshire, Wales.

OUTSIDE EUROPE:

Additions:

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – July 12-16, 1965.
* At McCormick Place. Apply, National Housewares Manufacturers Association, Merchandise Mart, Chicago, Illinois 60654.

LOS ANGELES: PACIFIC FINE FOODS FAIR – July 18-21, 1965.
* Apply, Industrial Displays Inc., 440, West Los Feliz Boulevard, Glendale 4, California.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 15-18, 1965.
* Apply, Charles Snitow Organisation Inc., 331 Madison Avenue, New York, 17.

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT TRADE SHOW – January 26-29, 1966.
* Apply, Canada Farm and Industrial Equipment Trade Show, 4881, Yonge Street, Willowdale, Ontario.

LOUISVILLE: 14TH NATIONAL AIR CONDITIONING HEATING AND REFRIGERATION EXPOSITION – January 31-February 3, 1966.
† Apply, Air Conditioning and Refrigeration Institute, 1815 North Fort Myer Drive, Arlington, Virginia.

EUROPE

Amendments:

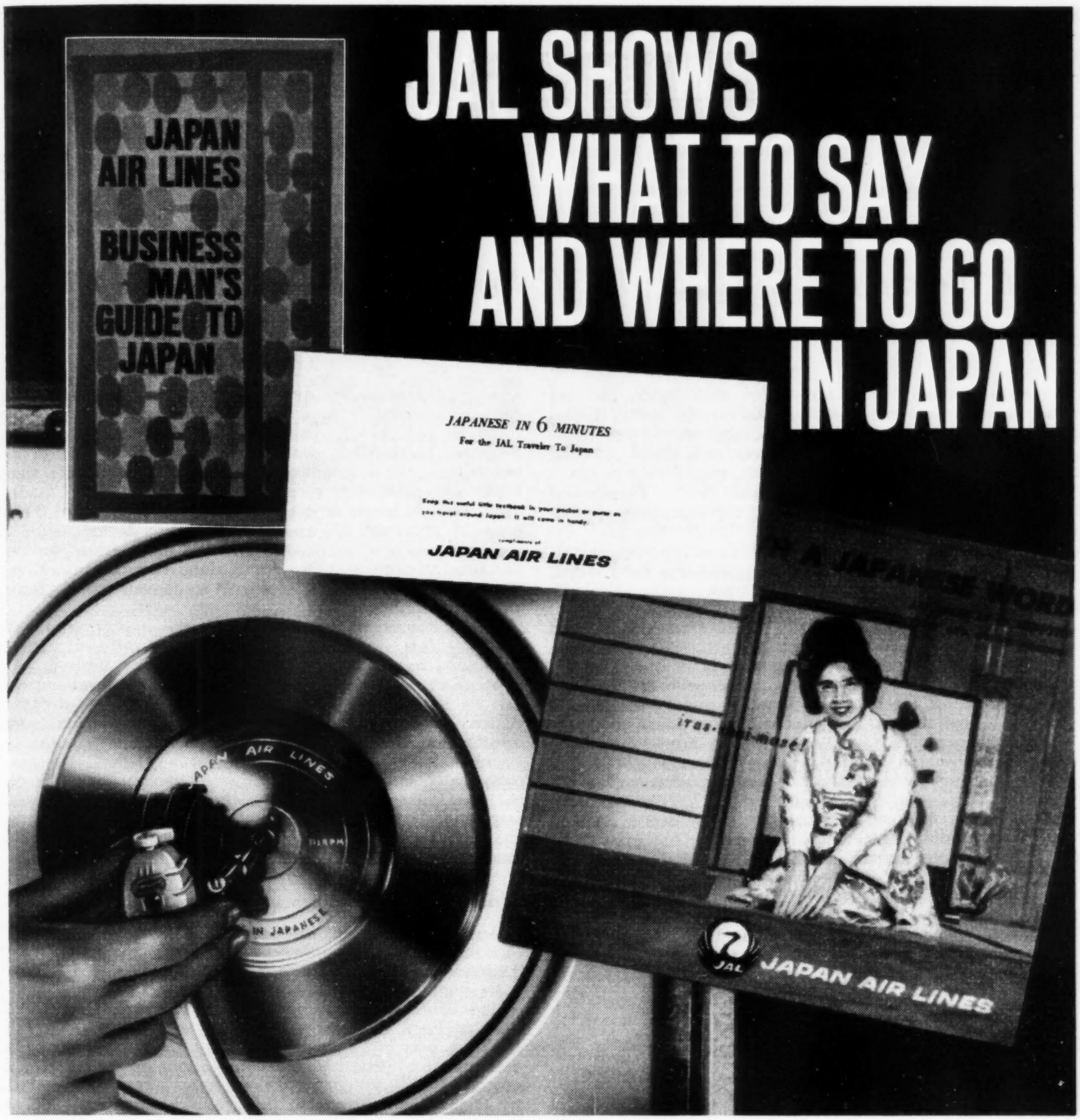
PARIS: Inquiries about the International Confectionery Exhibition (INTERSUC), September 12-15, 1965 should be addressed to John Buck (Trade Fair Agencies) Ltd., at 44, Newman Street, London, W.1 (Tel. Langham 6740) and not to the address shown in the *Board of Trade Journal* of December 4, 1964.

PARIS: Inquiries concerning the International Laundry and Dry Cleaning Equipment Exhibition, November 5-15, 1965 should be addressed to 80, Boulevard Malesherbes, PARIS, 8e and not to the address shown in the *Board of Trade Journal* dated December 4, 1964.

Addition:

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 19-July 4, 1965.
Apply, Ente Autonomo Mostra d'Oltremare, Piazza Campi Flegrei, Naples.

JAL SHOWS WHAT TO SAY AND WHERE TO GO IN JAPAN



Nowadays, more and more British businessmen are going to Japan to open up new fields, forge new links with Japanese concerns. Yet the success of your trip can often hinge on your knowing some of the local customs.

For this reason JAL have produced both a 'Businessman's Guide to Japan' and a gramophone record of Japanese phrases vital for the trip. In the guide you'll find lists of Banks and their addresses. Notes on importing and exporting goods. Good hotels. How to entertain in Japan and how you'll be entertained. Rules of etiquette. Everything. The record will help you perfect your Japanese phrases. And with every record comes a phonetic version of the phrases to give you even greater assistance.

Both guide and record are part of the superb JAL service you get when you intend flying to Japan. Also coming with the airline ticket is typically courteous Eastern service, comfort and marvellous food. You arrive in Japan feeling fresh and ready for work.

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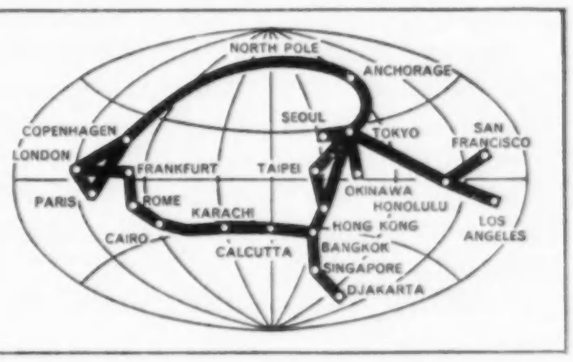
JAPAN AIR LINES

8, Hanover Street, London, W.1. Telephone: HYDe Park 3831
15, Piccadilly, Manchester 1. Telephone: BLAckfriars 4891



Overseas Trade and Exports

EMPHASIS ON EXPORTS

Fishnet looms for the world's fishing industries

ALTHOUGH NETS – mainly for fishing – are very widely used all over the world and have been so since prehistory, the special looms on which they are made are manufactured by only a few companies. Ratby Engineering Co. Ltd., of Peckleton Common, Earl Shilton, Leicestershire, the principal British manufacturers, have comparatively few competitors: one in Japan, one in France and one in Finland. And yet competition within this extremely specialized field is intense. It is to the company's credit that they not only supply machines to every manufacturer of netting in this country but that over 70 per cent of their production is exported. Their markets include China, South America, Spain, Holland, Germany, Italy and Denmark.

An export business on this scale calls for accurate and detailed information about the overseas markets concerned. Ratby Engineering have acquired an impressive understanding of their foreign markets which they supplement by close contact with the Birmingham Regional Office of the Board of Trade – an interesting point because it shows that the services offered by the Board of Trade are as valuable to experienced exporters as they are to those who are just entering the export market. Ratby Engineering make full use of the free information and other facilities afforded by the Regional Office. They find that the help given by the Board of Trade in conjunction with overseas commercial officers is particularly useful when appointing new agents abroad.

Interest in nets is not necessarily restricted to the fishing industry. Nets made from all kinds of fibre – natural, synthetic or a mixture of both – are much in demand today for such uses as safety nets (particularly for the building industry), containers for the transport of fruit and vegetables, as curtain materials, as protective coverings for fruit trees, as acoustic materials and as decorative meshes in shops, theatres and in the home – to name only a few.

Rapid post-war expansion

Ratby Engineering Co. Ltd. was formed just after the end of World War II with half a dozen people on the payroll. Today more than 400 are employed. Expansion has been particularly rapid during the past seven years during which the labour force has increased by 50 per cent and turnover has increased three times. In addition to the 10,000 sq. ft. extension to the machine shop last year, the company is erecting further extensions to its machine shop and assembly bays, covering some 7,000 sq. ft. These new buildings are part of Ratby's planned policy of expansion. The extensions will represent an increase of about 7½ per cent in factory floor space. Total office and factory space today occupies more than 100,000 sq. ft.

The company is one of the Lindustries Limited Group (formerly the Linen Thread Co. Ltd.), a group which pursues a vigorous policy of diversification carried out by three divisions: textile, engineering and overseas. Ratby Engineering are also fairly diversified, carrying out a good deal of sub-contracted engineering work besides the manufacture of their Porlester fishnet looms. These include engineering components for the aircraft, motor car and agricultural industries, offset litho printing machines and machine tools, but although a large percentage of this production is directly or indirectly exported, it is with the company's range of Porlester net making machines that they have achieved their most notable export successes.

These machines, now standardized as the Porlester Mark III knotting machines, are available in seven sizes, designed to manufacture anything from a 6 mm. sardine net to a 30 mm. heavy trawl in natural or synthetic materials. Ratby believe that the Porlester Mark III is the only machine of its kind in the world and represents a technical advance of considerable significance. Until comparatively recently fishing nets were made almost exclusively of hemp or other natural fibres. But natural fibres have inherent idiosyncrasies and these can only be overcome by using synthetics. It is also claimed that nets made from synthetic fibres are stronger, lighter, more durable and keep a constant mesh size. The Porlester Mark III is designed to convert readily from natural to synthetic fibres.

For a manufacturer of fishnet looms exporting is not merely desirable, it is essential. The home market for these machines would very soon be satisfied and Ratby has to sell the bulk of the production overseas in order to maintain their pre-eminent position in this field. Sales are mainly carried out through foreign agencies, backed by carefully planned advertising campaigns, mainly in appropriate technical journals and by extensive participation in overseas trade fairs.

Recently the company made what the managing director, Mr. A. E. Cresswell, described as 'a breakthrough of considerable importance into the Communist market'. This was an order from the East German authorities, initially for two machines but with very good prospects for orders for more.

A new technical development

An important technical achievement was demonstrated early this month at an exhibition in Leicester by Ratby Engineering. This was the Ratby Positive Feed Unit.

Originally conceived in the laboratories of the Hosiery and Allied Trades Research Association, Nottingham, the Ratby Positive Feed Unit represents a logical further extension of the HATRA principle that fabric quality and dimensions are uniquely determined by length of yarn per stitch or course. The HATRA prototype unit for flat machines was taken over and developed by Ratby Engineering Co. Ltd., and is now available for fitting to all popular makes of both V-type and flat-bed purl automatic knitting machines.

The Ratby Positive Feed Unit for flat-bed knitting machines is protected under United Kingdom Patent No. 948254 pending United Kingdom Patent application No. 46069/64, and corresponding patents and applications in overseas countries.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

TRADE AND FINANCIAL ARRANGEMENTS

Italy and East Germany

THE ITALIAN *Informazioni per il Commercio Estero* of December 31, 1964, publishes quota lists for 1965 under the 1958 trade arrangement between the Instituto Nazionale per il Commercio Estero and the East German Chamber of Commerce.

These lists show little change from those drawn up for 1964, though the quotas themselves show variations, mainly increases (see notice in *Board of Trade Journal* for January 31, 1964, page 233). Trade has increased to $2·5 million in each direction, and additional items are Italian imports of constructional and refractory materials, and cast iron boilers, and Italian exports of glass in sheets and plates.

The Italian text of the quota lists can be seen in Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4. to whom inquiries should be addressed, quoting, CRE 2198G.

Italy and Hungary

THE ITALIAN PRESS has announced that a protocol to the Italian-Hungarian Trade Agreement has been signed, establishing quotas for 1965.

Under the provisions of the protocol, Italy will export to Hungary citrus fruit, rice, chemical and pharmaceutical products, copper sulphate, insecticides, synthetic and organic dye stuffs, celluloid, pvc, acetate and plastics, extracts of various tanning materials, raw hides and tanned leather, paper, paper board and vulcanized fibres, staple and synthetic fibres, finished and semi-finished goods of iron and steel, industrial and domestic machinery and parts, electrical machinery and equipment.

In return Hungary will export to Italy, live animals, poultry, vegetables fresh and dried, butter, cheese, onions, garlic, malt, barley for the manufacture of beer, oil seeds, petrol, chemicals and pharmaceutical products, timber, agricultural machinery and parts, electric motors and generators. Quota details are available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258) quoting reference CRE 7200 G.

Greece and Poland

IT WAS RECENTLY announced that the validity of the long term trade agreement between Greece and Poland has been extended a further year to September 30, 1967.

Under the second protocol attached to the agreement, Greece will export to Poland tobacco, cotton, fabrics, citrus fruit, juices, wines and spirits, raw hide, minerals and walnut veneers.

Poland will export to Greece coal, coke, petroleum and oil products, sugar, frozen meat, poultry, condensed and powdered milk, chemical and pharmaceutical products, agricultural and industrial machinery and electrical equipment.

Detailed information is available.

A special agreement was also signed covering the supply by Poland of investment equipment in exchange for quantities of Greek tobacco above the figure allowed for in the Trade Agreement.

All inquiries relating to this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE5460 G.

Czechoslovakia and Poland

THE CZECHOSLOVAKIAN PRESS has reported that an agreement between Poland and Czechoslovakia on economic co-operation and mutual exchange of goods in the years 1966-70 was signed in Prague on January 18. A 35 to 36 per cent increase in Czechoslovak-Polish trade is expected under the new agreement.

Czechoslovakia will supply Poland mainly with vehicles, compressors and pumps, equipment for the chemical and rubber industries, and machinery for the tanning and shoe industries. Polish exports to Czechoslovakia will include food processing plants, equipment for foundries, mines and transport, road and building construction machines, cars and delivery vans.

Some raw materials will also be exchanged including coal, zinc and sulphur from Poland and magnesite and kaolin from Czechoslovakia.

Detailed information is not available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 5429G.

Morocco and Austria

THE MOROCCAN *Bulletin Officiel* of December 9, 1964, published an additional Protocol to the Trade Agreement of May 10, 1958, between Morocco and Austria. The Protocol includes revised quota lists and is valid until March 31, 1965.

The French text of the Protocol may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Algeria

THE MOROCCAN *Bulletin Officiel* of January 13, 1965, announced the signing on November 25, 1964, of a trade agreement between Morocco and Algeria. The agreement is valid for one year from the latter date.

Morocco will import, according to need, chemical products, fertilisers, raw materials and machinery and export similarly textiles and agricultural produce.

Algerian exports subject to quota in Morocco include tyres, guts and bladders, hydraulic cement, crude oil and cotton yarns. Similar Moroccan exports to Algeria include knitted and other outer garments, shoes, tomatoes, vegetable preparations and melons.

All goods listed in the agreement are to be admitted free of duty; goods not so listed will continue to attract the full rate.

The French text of the agreement may be consulted at Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

India and East Germany

INDIA AND EAST GERMANY have signed an Agreement for the expansion of trade between their two countries. The Agreement came into force on January 1, 1965, and will remain valid until December 31, 1967, but it can be extended or renewed by the mutual consent of the two countries. The Agreement states that all payments of a commercial and non-commercial nature between India and East Germany will be made in non-convertible Indian rupees. There are two schedules attached to the Agreement listing the items which are to be imported and exported by the two countries. These schedules can be seen and any further information can be obtained from Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Denmark and Bulgaria

IT WAS RECENTLY announced that a protocol to the long-term Trade Agreement between Denmark and Bulgaria was signed in Sofia on December 11, 1964, for the exchange of goods during 1965.

Denmark will export to Bulgaria fish, chemical and pharmaceutical products, machinery and equipment, medical apparatus and instruments, ships, breeding animals, raw hides and skins.

In return Bulgaria will export to Denmark fresh and preserved fruit and vegetables, fruit juices and concentrates, wines and spirits, tobacco, minerals, timber, textile goods, machinery and electrical equipment. Further details are available.

All inquiries relating to this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 2980/G.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Bridge Construction for Main Roads Department. March 30. E.S.B. 4164/65.

Boiler for Gas and Fuel Corporation of Victoria. April 9. E.S.B. 3818/65.*

Transformers for Capricornia Regional Electricity Board. March 17. E.S.B. 4153/65.*

Transformers for Townsville Regional Electricity Board. March 3. E.S.B 4165/65.

Television and Telephone Equipment for Postmaster-General's Department. January 27, 1966. E.S.B. 3819/65.*

BURMA

Railway Wagons for Burma Railways. March 16. E.S.B. 4312/65.*

CEYLON

Machinery and Equipment for Gal Oya Development Board. (Further Information.) E.S.B. 960/65.*

Metal Containers for Marketing Department. (Further Information.) Tender documents now available. E.S.B. 2835/65.*

Station Wagon for Ministry of Local Government and Home Affairs. March 19. E.S.B. 4080/65.

Starch; Bleaching Powder for Eastern Paper Mills Corporation. Closing date postponed to March 9. E.S.B. 958/65.*

Surgical Equipment for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 1725/65.*

COLOMBIA

Generators for Empresas Publicas de Medellin. March 30. E.S.B. 3817/65.

COSTA RICA

Fire Engines for Instituto Nacional de Seguros. March 3. E.S.B. 4174/65.*

Medical Equipment for La Proveeduria de la Direccion. March 3. (In Spanish.) E.S.B. 4166/65.*

Caja Costarricense de Seguro Social:

Electricity Plant. March 3. E.S.B. 4175/65.*

Pharmaceuticals; Medical Equipment. March 8. E.S.B. 4173/65.

CYPRUS

Power Station Equipment for Electricity Authority of Cyprus. March 24. E.S.B. 4037/65.

FORMOSA

Metals; Recording Instruments; Electrical Equipment; Drum Filter for China Man-Made Fiber Corporation. March 8. E.S.B. 4031/65.*

Central Trust of China:

Electrical System; Air-conditioning Equipment; Ventilation System. March 5. E.S.B. 3821/65.*

Dyestuffs. March 5. E.S.B. 3823/65.*

GREECE

Chromatograph for Ministry of Trade. March 12. E.S.B. 4038/65.*

Construction and Operation of Television Network for Hellenic National Broadcasting Institute. (Advance Information.) E.S.B. 4675/65.

INDIA

Cables and Accessories for Delhi Electric Supply Undertaking. March 28. E.S.B. 4122/65.

Communication Equipment for Kerala State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 2830/65.*

Communication Equipment for Bihar State Electricity Board. Closing date postponed to March 22. E.S.B. 734/65.*

Corrosion Gauge Buttons for Gujarat Refinery (Controller of Stores). March 8. E.S.B. 4132/65.

Electric Hoists for Atomic Energy Establishment, Trombay. March 3. E.S.B. 4130/65.

Harbour Construction Project for Mangalore Harbour Project, Panambor P.O. (Advance Information.) E.S.B. 28450/64.

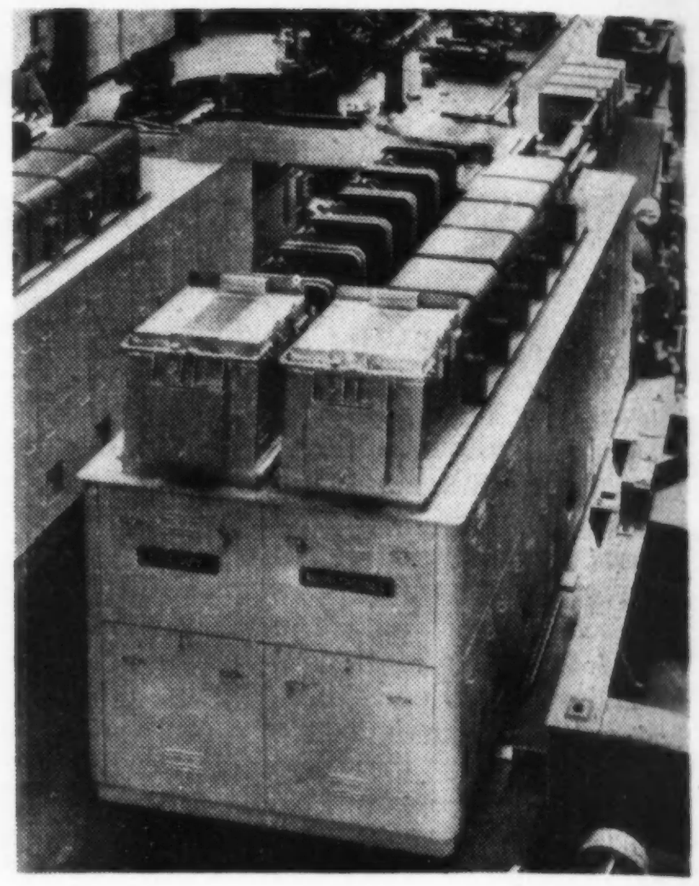
Hoist for Neyveli Lignite Corporation Ltd. (Further Information.) Tender documents now available. E.S.B. 2694/65.*

Metering Equipment; Oil Circuit Breakers for Madhya Pradesh Electricity Board. (Further Information.) Closing date postponed to March 6. E.S.B. 969/65.*

Polythene Washers for Hindustan Cables Ltd. (Further Information.) Tender documents now available. E.S.B. 3200/65.*

Sub-stations Construction for Central Railway, Bombay. April 30. E.S.B. 4040/65.

Time Switches for Rajasthan State Electricity Board. March 7. E.S.B. 4063/65.



Up to 28 tons of steel billets can be heated to 1,200°C. in one hour on this mains frequency induction heating installation – claimed to be the largest of its kind in the Western hemisphere – now being completed at the Bournemouth works of The Loewy Engineering Co. Ltd., a TI company, for the Sanyo Special Steel Company Ltd. of Japan. A similar Loewy plant is currently being erected in Bilbao, Spain.

Madras State Electricity Board:

Cables. March 22. E.S.B. 4133/65.*

Cables. April 12. E.S.B. 4134/65.*

U.P. State Electricity Board:

Conductors, etc. (Further Information.) Tender documents now available. E.S.B. 3102/65.*

Power Transformers. (Further Information.) Tender documents now available. E.S.B. 3455/65.*

Water Treatment Plant. March 22. E.S.B. 4062/65.

Supplies and Disposals Directorate:

Machine Tools. (Further Information.) E.S.B. 3101/65.*

Vehicle Spares. March 16. E.S.B. 4139/65.*

National Coal Development Corporation Ltd., Ranchi:

Belt Conveyors. March 8. E.S.B. 3888/65.

Machine Tool. March 3. E.S.B. 3892/65.*

Machine Tool. March 3. E.S.B. 3893/65.*

Indian Telephone Industries Ltd.:

Brass Tubes. (Further Information.) Tender documents now available. E.S.B. 2670/65.*

Mild Steel. (Further Information.) Tender documents now available. E.S.B. 2801/65.*

Steel. (Further Information.) Tender documents now available. E.S.B. 2666/65.*

Brass Rods and Strips. (Further Information.) Tender documents now available. E.S.B. 2668/65.*

Magnetic Steel (Further Information.) Tender documents now available. E.S.B. 2669/65.*

Hindustan Antibiotics Ltd.:

Chemical. March 5. E.S.B. 4145/65.

Phenyl Acetic Acid. March 5. E.S.B. 4147/65.

Phenoxyacetic Acid. March 4. E.S.B. 4149/65.

Formaldehyde. March 5. E.S.B. 4152/65.

White Oil. March 5. E.S.B. 4151/65.

Octadecanol. March 5. E.S.B. 4146/65.

Phenyl Acetamide. March 5. E.S.B. 4148/65.

Chemical. March 5. E.S.B. 4150/65.

(*Continued on page 429*)

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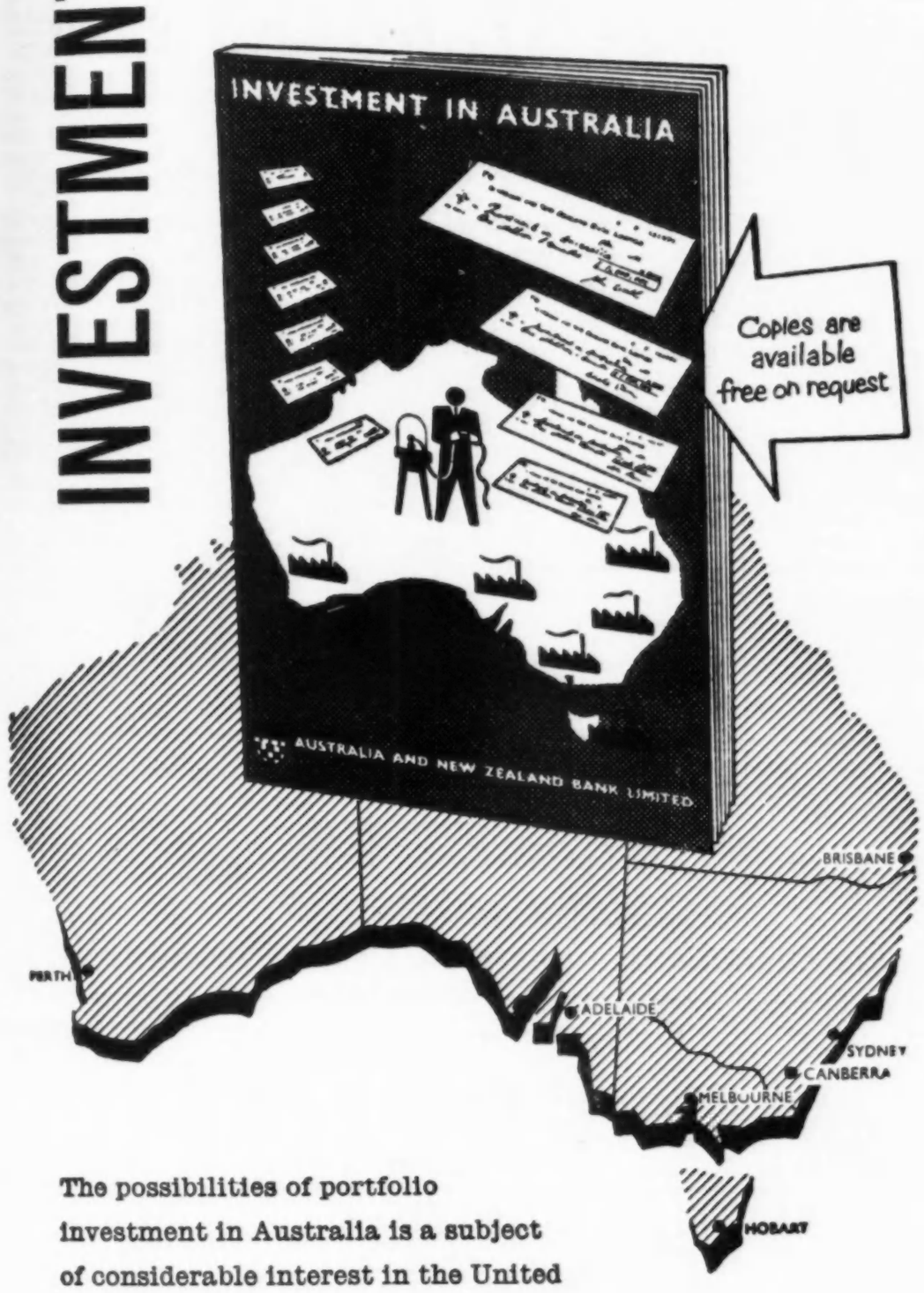

The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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THE UGANDA COMPANY LIMITED

RIGHTS OF OVERSEAS INVESTORS SAFEGUARDED

THE 62ND ANNUAL GENERAL MEETING OF The Uganda Company Limited will be held on February 22 in London.

In the course of his circulated statement the chairman, THE RT. HON. EARL DE LA WARR, P.C., G.B.E., said: All Africa is disturbed and many investors, even many Africans themselves, are nervous of entrusting their savings in any company associated with Africa. Whatever may be happening elsewhere in Africa, your Company has received nothing but fair play, friendliness and active co-operation from the Government and people of Uganda. We are determined to continue pushing ahead with the steady development of our own and therefore Uganda's resources.

Uganda has lately passed an Act of Parliament for safeguarding the rights of overseas investors. It is a wise and statesmanlike piece of legislation. How helpful it would be if all the new nations of Africa acting together could evolve in assocation with some body such as the World Bank, a universal charter of this character! This is needed not only as a protection for investors, who are after all quite free to direct their money where they like, but as a means for the great new nations of Africa to obtain capital for development more easily and more cheaply. Established International Companies can borrow money at relatively low rates of interest, whilst Africa has to pay rates which are considerably higher. Why? Simply because too many people feel that investment in Africa is a risky affair, and those few who are prepared to accept a high risk demand a high return on their money. Only Africa herself can allay those fears, and the best thing that could happen for each individual country of Africa would be action that removed from the whole continent the stigma of insecurity against which she and her friends have to struggle.

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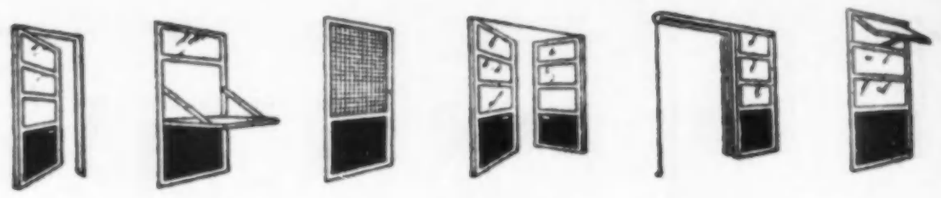

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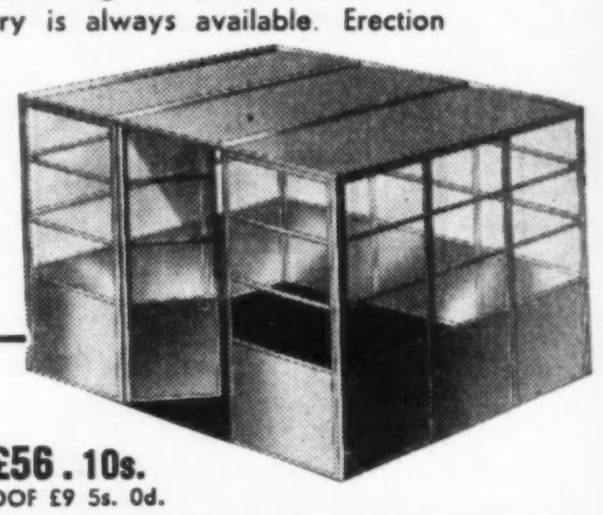

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IRAN

Marking Machine for Petrochemical Corporation. March 16. E.S.B. 4055/65.*
Paper Bags for Omur Bahseb Cardari Karkhanchaye Sageman Barnameh. April 5. E.S.B. 4056/65.*
Rails for Iranian State Railways. April 16. E.S.B. 3798/65.
Well Drilling for Ministry of Water and Power. March 12. E.S.B. 4059/65.
Iranian Tobacco Monopoly:
Cardboard. April 27. E.S.B. 4199/65.*
Paper. April 28. E.S.B. 4075/65.*
Boilers. April 26. E.S.B. 4076/65.*

IRAQ

Carbon for Government Purchasing Board. Closing date not known. E.S.B. 4035/65.*
Telephone Instruments and Spares for Post, Telegraphs and Telephones Administration. March 31. E.S.B. 4092/65.
Ministry of Oil:
Oil Plant. (Further Information.) Closing date postponed to May 4. E.S.B. 32740/64.
Bottles. March 17. E.S.B. 4090/65.
National Electricity Administration:
Bolts and Nuts. March 4. E.S.B. 4088/65.
M.S. Bolts and Nuts. March 4. E.S.B. 4084/65.*
Iraqi Ports Administration:
Hack Saw Blades. March 4. E.S.B. 4086/65.
Bolts, Nuts and Screws. March 11. E.S.B. 4085/65.
Ministry of Finance:
Printing Machines. March 27. E.S.B. 4089/65.
Vacuum Sweeper. March 25. E.S.B. 4091/65.

IRISH REPUBLIC

Sewerage and Sewage Disposal Scheme for Clones Urban District Council March 13. E.S.B. 4074/65.

ITALY

Electrical Steel Sheets: Steel Plates for Ercole Marelli and Co. (Private Tender.) E.S.B. 4168/65.

LIBYA

Constructional Project for Barce Reconstruction Organization. Closing date not known. E.S.B. 4030/65.*
Central Tenders Board:
Power Station and Transmitter. March 21. E.S.B. 4028/65.
Electrical Equipment. March 14. E.S.B. 3879/65.

MOROCCO

Medical Equipment for Pharmacie Centrale, Casablanca. (Further Information.)) E.S.B. 1794/65.*

MOZAMBIQUE

Ports, Railways and Transport Department:
Generating Set. March 18. E.S.B. 3868/65.
Wool Thread. April 12. E.S.B. 3867/65.

NETHERLANDS

Maintenance Works for Director of Zuider Zee Works. March 3. E.S.B. 4301/65.

NEW ZEALAND

Drilling Machine for General Post Office, Wellington. March 12. E.S.B 4119/65.*
Paper and Board for Government Printing Office. March 15. E.S.B. 4172/65.*
Television Equipment for New Zealand Broadcasting Corporation. March 9. E.S.B. 4015/65.*
Ministry of Works:
Laundry Bags; Cotton Goods. March 12. E.S.B. 3815/65.*
Textiles; Tea Towels; Quilts. March 8. E.S.B. 3800/65.*

PAKISTAN

Electrical Equipment for Industrial Development Corporation, Dacca. March 4. E.S.B. 4057/65.*
Port Reconstruction for Karachi Port Trust Construction Department. (Pre-qualification Notice.) March 15. E.S.B. 4163/65.*
Workshop Machinery for Pakistan Western Railway. Tender documents now available. E.S.B. 3498/65.*
Directorate of Supply, Dacca:
Clay Washing Plant. (Further Information.) Closing date postponed to March 8. E.S.B. 529/65.*
Laboratory Apparatus (Electrical). March 13. E.S.B. 4045/65.*
East Pakistan Railway Board:
Freight Vans. May 5. E.S.B. 4161/65.
Railway Equipment. May 10. E.S.B. 4160/65.
Track Relay Equipment. (Further Information.) Closing date postponed to March 23. E.S.B. 36550/64.*

PHILIPPINES REPUBLIC

Sub-station Equipment for National Power Corporation. March 9. E.S.B. 3870/65.*

PORTUGUESE WEST AFRICA

Metal Tubing for Autonomous Highway Board. March 10. E.S.B. 4023/65.

RHODESIA

Government Tender Board:
Cable. March 4. E.S.B. 3898/65.*
Cable. March 11. E.S.B. 3899/65.*

SAUDI ARABIA

Laboratory Equipment for Ministry of Agriculture. March 18. E.S.B. 4053/65.
Water Meters and Valves for Riyadh Water Company. March 16. E.S.B. E.S.B. 4052/65.
Wire for Ministry of Communications. March 7. E.S.B. 4051/65.

SOUTH AFRICA

Channel Carrier System for South African Railways. March 12. E.S.B. 4043/65.*
Natal Provincial Administration:
School Requisites. March 3. E.S.B. 4100/65.*
Pencils. March 3. E.S.B. 4113/65.*
Cape Provincial Tender Board:
Cooking Oil. March 5. E.S.B. 4070/65.*
Surgical Equipment. March 9. E.S.B. 4071/65.*
Dressing Gowns, Towels, etc. March 9. E.S.B. 4072/65.*
Paper and Board. March 5. E.S.B. 4068/65.*
Vehicles. March 5. Specification only available. E.S.B. 4171/65.*
Vehicles. March 5. Specification only available. E.S.B. 4170/65.
State Tender Board:
Amplifiers. March 9. E.S.B. 4103/65.*
Cables. March 3. E.S.B. 4097/65.*
Laboratory Apparatus. March 10. E.S.B. 3846/65.*
Oscilloscope; Time Switch; Volt Meter. March 3. E.S.B. 3858/65.
Oscilloscope. March 3. E.S.B. 3859/65.*
Laboratory Equipment. March 12. E.S.B. 3831/65.*
Laboratory Apparatus. March 12. E.S.B. 3830/65.*
Laboratory Apparatus. March 10. E.S.B. 3845/65.*
Lathes. March 15. E.S.B. 4095/65.*
Air Compressors. March 3. E.S.B. 4098/65.*
Chemicals; Laboratory Equipment. March 17. E.S.B. 4156/65.*
Machine Tools. March 12. E.S.B. 4158/65.*
Sawmill Equipment. March 5. E.S.B. 4154/65.*
Generator. March 9. E.S.B. 4102/65.*
Laboratory Equipment. March 17. E.S.B. 4157/65.*
Grinding Machines. March 17. E.S.B. 4159/65.*
Microscopes. March 3. E.S.B. 4094/65.*
Telephone Control Equipment. (Further Information.) Closing date postponed to March 17. E.S.B. 2222/65.*
Concrete Mixers; Machinery. March 4. E.S.B. 4155/65.*
Laboratory Apparatus. March 10. E.S.B. 3832/65.*
Projectors. March 8. E.S.B. 4093/65.*
Radio Equipment. March 3. E.S.B. 4004/65.*

SPAIN

Road Works for Ministerio de Obras Publicas. (Pre-qualification Information.) Apply by March 2. E.S.B. 4005/65.*

THAILAND

Yanhee Electricity Authority:
Generators. Closing date early in April 1965. E.S.B. 4304/65.
Hydraulic Turbines. Closing date early in April 1965. E.S.B. 4198/65.
Metropolitan Electricity Authority:
Pole Line Hardware. March 5. E.S.B. 4036/65 (DLF).
Sub-station Equipment. March 31. E.S.B. 3875/65 (DLF).*

TURKEY

Turkish Maritime Bank:
Generating Set. March 5. E.S.B. 4033/65.*
Searchlights. March 3. E.S.B. 4032/65.*

UNITED STATES OF AMERICA

United Nations:
Plywood. March 4. E.S.B. 3885/65.*
Timber. March 4. E.S.B. 3884/65.*
Wallboard and Beaverboard. March 4. E.S.B. 3886/65.*

URUGUAY

Earth Testing Equipment for Montevideo Departmental Council. March 22. E.S.B. 3861/65.
National Ports Administration:
Nuts, Screws, Bolts, Rivets. March 15. E.S.B. 3865/65.
Sisal Cord. March 16. E.S.B. 3866/65.
State Oil Refinery:
Refractory Bricks. March 17. E.S.B. 3864/65.
Hand Drills. March 17. E.S.B. 3862/65.
Valves and Cocks. March 18. E.S.B. 3863/65.

ZAMBIA

Sewage Pumping Plant for City of Lusaka. March 31. E.S.B. 3894/65.*
Central Supply and Tender Board:
Felt Mattresses. March 12. E.S.B. 4195/65.*
Kit Bags. March 12. E.S.B. 4197/65.*

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

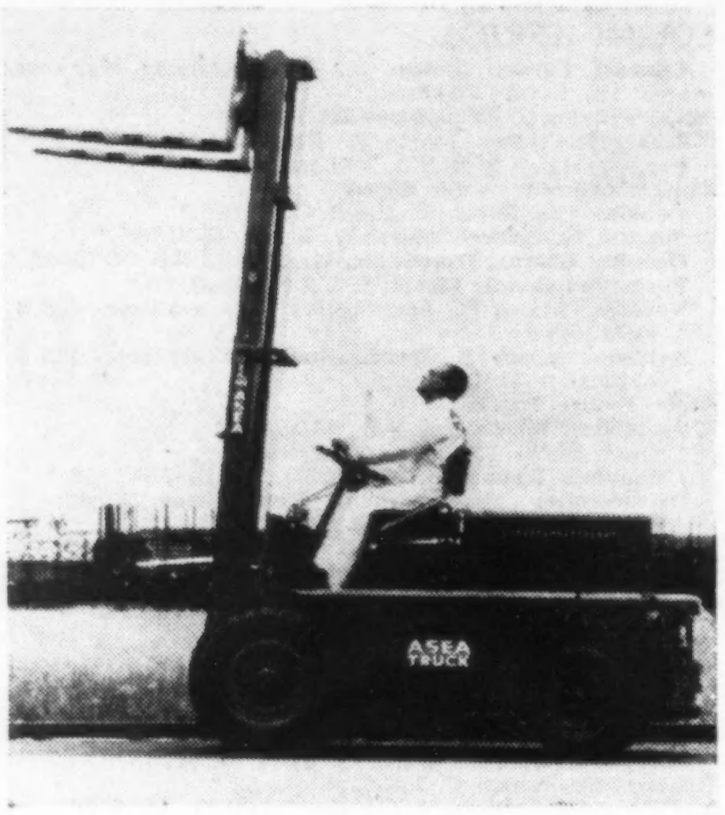
COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1.—or telephone Abbey 7877, Ext. 2768.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

Seen here on its way through Sassari in Northern Sardinia is the 100 MVA synchronous compensator built by The English Electric Company Limited for the Sardinia-Italian mainland 200 MW d.c. link. At 410 km one of the longest d.c. transmission schemes in the western world, the route has two submarine sections and runs overland the entire length of Corsica. Manufacture of the electrical equipment for the two converter stations is now virtually finished; buildings at the two sites have already been completed and in Sardinia erection of the heavy electrical equipment is well advanced.

The a.c. transmission lines at both ends are largely completed and work on the d.c. line is proceeding. It is hoped that the stations will begin trial running later this year. The scheme will be operated by the Italian nationalised supply organization Ente Nazionale per l'Energia Elettrica which is taking over the commitments of the original purchaser Societa Mineraria Carbonifera Sarda p.A.

One of three new high capacity battery powered fork lift trucks introduced by Hyster-Ransomes, Brentford, Middlesex. This is the L60A, 6,000 lb. capacity truck handling palletized loads of fibre board. Hyster-Ransomes trucks are marketed throughout the world by Hyster dealers.



Dowty Hydraulic Units Ltd. have won a substantial order from Sweden for hydrostatic transmissions. These are to be fitted to a range of heavy duty fork lift trucks manufactured by ASEA (Allmanna Svenska Electriska Aktiebolaget) of Harnosand.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
Inquiry for foodstuffs. (E.S.B. 4407/65.)
Inquiry for conveyor belting; hand tools; hardware; hoses and fittings; industrial protective clothing. (E.S.B. 3282/65.)
Inquiry for stationers' sundries. (E.S.B. 3501/65.)
Inquiry for crockery. (E.S.B. 3357/65.)
Inquiry for hotel equipment and fittings. (E.S.B. 3223/65.)
Inquiry for nitrogenous fertilisers. (E.S.B. 4648/65.)
Inquiry for cellulose and pressure sensitive tapes. (E.S.B. 4292/65.)
Manufacture under licence – concrete mixing and road-making equipment. (E.S.B. 4296/65.)
Manufacture under licence – insecticides; weedicides; veterinary products. (E.S.B. 3398/65.)
Manufacture under licence – equipment for the control of air pollution. (E.S.B. 3397/65.)
Joint venture – ceramic tiles and pottery-ware. (E.S.B. 2397/65.)

Austria
Agency inquiry for chemicals; machinery and yarns for the textile industry. (E.S.B. 4442/65.)

Belgium
Inquiry in respect of electrical and mechanical installations. (E.S.B. 3014/65.)

Bolivia
Inquiry for gas turbines. (E.S.B. 3608/65.)

Canada
Agency inquiry for builders' hardware. (E.S.B. 4298/65.)
Agency inquiry for chain manufacturing machinery. (E.S.B. 2966/65.)
Inquiry for sponge rubber; rubber composites. (E.S.B. 4845/65.)
Inquiry for copper sheets and circles. (E.S.B. 3679/65.)
Inquiry for physiotherapy or electromedical equipment. (E.S.B. 4419/65.)
Inquiry for products for architectural use in building. (E.S.B. 4297/65.)
British store promotions. (E.S.B. 3097/65.)

Ceylon
Inquiry for nylon and rayon yarn. (E.S.B. 4229/65.)

Chile
Market report on electric and pneumatic portable power tools. (E.S.B. 37721/64.)

Colombia
Inquiry for heavy industrial equipment. (E.S.B. 3504/65.)
Inquiry for alcoholic beverages; automotive parts and electrical equipment; building contractors; crystallised fruit; cutlery and cutlery blanks; dishwashing machines. (E.S.B. 3503/65.)
Inquiry for separator. (E.S.B. 1964/65.)

Denmark
Inquiry for pumps. (E.S.B. 3317/65.)
Inquiry for barium sulphate. (E.S.B. 34647/64.)

Denmark/Bulgaria
Trade Agreement. (C.R.E. 2980-G.)

Finland
Agency inquiry for hosiery; stainless steel cutlery. (E.S.B. 3346/65.)

France
Agency inquiry for petrochemical and chemical equipment. (E.S.B. 4278/65.)
Agency inquiry for whisky and gin. (E.S.B. 3601/65.)
Agency inquiry for electric lamps; projectors. (E.S.B. 8341/64.)
Agency inquiry for frozen foods. (E.S.B. 3510/65.)
Agency inquiry for garden tools and accessories; hardware; household goods. (E.S.B. 3324/65.)
Inquiry for electrical cable. (E.S.B. 611/65.)
Inquiry for tools; catering equipment. (E.S.B. 2370/65.)

Germany, Federal Republic of
Agency inquiry for asbestos products. (E.S.B. 4228/65.)
Agency inquiry for metal strip and sheets. (E.S.B. 3562/65.)
Agency inquiry for contractors' equipment: knitting and warp knitting machines; machine tools. (E.S.B. 3508/65.)
Agency inquiry for laboratory equipment and instruments. (E.S.B. 2716/65.)
Inquiry for paint. (E.S.B. 4294/65.)
Inquiry for whisky. (E.S.B. 4647/65.)
Inquiry for chemicals; machinery and equipment for the chemical and packing industry. (E.S.B. 3310/65.)
Inquiry for steel wires. (E.S.B. 3919/65.)
Inquiry for metal strip and sheets. (E.S.B. 2511/65.)

Greece/Poland
Trade Agreement. (C.R.E. 5460/G.)

Hong Kong
Inquiry for biscuits and similar bakery items. (E.S.B. 4472/65.)

Israel
Agency inquiry for hotel supplies. (E.S.B. 3650/65.)
Agency inquiry for office stationery and supplies; toys. (E.S.B. 4445/65.)
Agency inquiry for processing equipment for copper cement. (E.S.B. 3667/65.)
Agency inquiry for textile machinery. (E.S.B. 26217/64.)
Inquiry for automotive testing equipment; food packing machinery and materials; garage equipment; transmitters and receivers. (E.S.B. 9220/64.)
Inquiry for raw materials for industrial polishes. (E.S.B. 3668/65.)
Inquiry for candle wicks. (E.S.B. 4453/65.)

Italy
Agency inquiry for blankets and plaids. (E.S.B. 3622/65.)
Inquiry for aircraft fittings and forgings; metals. (E.S.B. 3929/65.)

Italy/East Germany
Trade Agreement. (C.R.E. 2198/G.)

Japan
Department store goods. (E.S.B. 28961/64.)

Kenya
Inquiry for abrasive papers; fluorspar. (E.S.B. 3528/65.)

Lebanon
Inquiry for equipment and materials for new industries. (E.S.B. 4623/65.)

Malaysia
Inquiry in respect of building project. (E.S.B. 4490/65.)

Morocco
Inquiry for sisal; steel tubes. (E.S.B. 4403/65.)

Nicaragua
Agency inquiry for iron sheets; plate glass. (E.S.B. 3378/65.)
Inquiry for concrete spreaders; pile drivers. (E.S.B. 3377/65.)
Inquiry for fertiliser bags. (E.S.B. 3376/65.)

Rhodesia
Inquiry for piece goods. (E.S.B. 3372/65.)

Saudi Arabia
Agency inquiry for television sets; tyres. (E.S.B. 3662/65.)
Inquiry for equipment for the manufacture of cast iron pipe fittings. (E.S.B. 3325/65.)

South Africa
Agency inquiry for machinery and equipment. (E.S.B. 3072/65.)
Inquiry for brass tubing. (E.S.B. 4645/65.)
Inquiry for cutlery; china; glassware and fancy goods, etc. (E.S.B. 3076/65.)

Spain
Inquiry for dairy machinery and equipment. (E.S.B. 3964/65.)

Sweden
Inquiry for pharmaceutical preparations. (E.S.B. 2969/65.)

Switzerland
Agency inquiry for diesel engines; gears. (E.S.B. 4233/65.)
Inquiry for plastics building materials; prefabricated structures. (E.S.B. 3556/65.)
Inquiry for lenses. (E.S.B. 3260/65.)
Inquiry for electrical novelties and machinery for farms. (E.S.B. 3306/65.)
Inquiry for balls screws. (E.S.B. 3986/65.)

Trinidad
Agency inquiry for polyther foam sheets. (E.S.B. 4220/65.)
Inquiry for furniture fittings and upholstery. (E.S.B. 2744/65.)

Turkey
Register of suppliers – further information. (E.S.B. 3530/65.)

Uganda
Inquiry for parking meters. (E.S.B. 3588/65.)
Inquiry for equipment for making spring padlocks; tyres; welding machine. (E.S.B. 3308/65.)

United States of America
Inquiry for automotive parts and accessories. (E.S.B. 4207/65.)
Inquiry for power nailers; staplers and staples. (E.S.B. 3600/65.)
Inquiry for biscuits. (E.S.B. 4402/65.)
Inquiry for women's wear. (E.S.B. 3665/65.)
Visits of buyers. (E.S.B. 1887/64.)
Visits of department store buyers. (E.S.B. 4650/65.)

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

EEC - Rules of Competition Block exemption of certain classes of agreement

THE FOLLOWING is the English text of an Information Memo issued by the European Economic Community on February 5, 1965. The full text of the Commission's regulation is not yet available.

The regulation authorizing the Commission to grant block exemption to certain classes of agreement, which was adopted by the Council on February 2, 1965, on the basis of a Commission proposal, represents a further important step on the road to a common European system of competition. It is the first regulation laying down details of the procedure for applying Article 85(3) of the Treaty to specific classes of restrictive agreement. Article 85(3) sets out the conditions which must be fulfilled before the ban on agreements laid down in Article 85(1) can be declared inapplicable to restrictive agreements between enterprises; such agreements must contribute to the improvement of the production or distribution of goods or to the promotion of technical or economic progress, while allowing consumers an equitable share in the resultant benefits; they must neither impose on the enterprises concerned restrictions not indispensable to the attainment of these objectives, nor may they enable the enterprises to eliminate competition in respect of a substantial proportion of the goods concerned.

The new regulation empowers the Commission to issue such exemption declarations not only in specific concrete cases, but also in the form of block exemptions granted through special regulations. The new procedure may be used both for bilateral exclusive dealing agreements and for licensing contracts, provided always that such agreements or contracts fulfil the four conditions of Article 85(3). Agreements belonging to these classes – the classes are to be specified in a Commission regulation – will, once a regulation granting exemption to the relevant class has been adopted, no longer be subject to compulsory notification. The enterprises may, however, at their discretion apply for individual clearance under Regulation No. 17.

Because of the need to take account of the economic interests of the enterprises affected by a measure of block exemption, the Council regulation authorizing the Commission to take such action lays down that the essential content of any exemption regulation the Commission intends to adopt must be made public beforehand. This gives enterprises an opportunity to make their comments to the Commission. Where individual agreements have effects incompatible with the four conditions of Article 85(3), the Commission has power under the new regulation to withdraw the benefit of block exemption for these agreements by means of an individual decision, or to make their legality subject to compliance with specified conditions or stipulations. Block exemption granted for a given period may be altered or withdrawn where the situation has changed to a material extent after such exemption was granted.

The European Parliament and the Economic and Social Committee gave general approval to the Commission's original proposal of February 26, 1964. The Commission had put forward a more comprehensive version under which it would have been given power to grant block exemption to other restrictive agreements between enterprises provided such agreements fulfilled the exemption requirements of the Treaty. But even in the form in which it has now been adopted by the Council of Ministers, the regulation, confined to exclusive dealing and licensing agreements, will make a notable contribution to 'simplifying administrative control to the greatest possible extent' as required by the Treaty, and particularly to solving the problem posed by the need to rule on a large number of notifications of exclusive dealing agreements.

The regulation will also help to fill in further detail in the Treaty rules of competition. It confirms the Commission's practice as reflected in decisions, which has been to avoid any systematic refusal of exemption in the case of 'pure' exclusive dealing agreements. Taken with the decisions on specific cases already issued or due to be issued in the near future, the block exemptions granted under the new regulation will help to bring out more clearly the line of demarcation between restrictions on competition which are permissible and those which are not.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 568, Cornwall House, London, S.W.1.

Regulation No.	Description	Price
100/64	On monthly increases in the target and intervention prices for rice up to August 31, 1965	3d.
105/64	Instituting, as a transitional measure, a reduction in the levy chargeable on imports of husked rice into non-producer member States	3d.
112/64	Fixing reference prices for dairy products	6d.
134/64	Concerning the application of measures of intervention and of intra-Community levies in the beef and veal sector	9d.
135/64	On the disposal of meat frozen as the result of interventions	6d.
138/64	On traditional provisions to apply to dairy products placed in bonded warehouse in the Federal Republic of Germany before the date of introduction of the trading system instituted by Regulation No. 13/64	6d.
139/64	To determine the conditions for implementation to apply to the import certificates referred to in Regulation No. 14/64	9d.

Hints to businessmen visiting the Irish Republic

A REVISED EDITION of the booklet on the Irish Republic has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

IRISH REPUBLIC

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the control of Imports Acts, 1934 to 1964.

Quota No.	Goods	Quota Period	Quota
12	Silk or Artificial silk hose . .	March 1, 1965 to February 28, 1966	690,000 pairs
13	Woven woollen and synthetic and artificial fabrics	March 1, 1965 to August 31, 1965	1,089,000 sq. yds.

FRANCE

Imports of goods from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of February 10, announced the opening of the undermentioned quotas for the import of British goods in anticipation of the forthcoming agreement for 1965. The quotas have been opened for the first quarter of the year only.

Applications for import licences submitted before February 10, on which import licences have not been issued by February 20, will be considered void. They will be returned direct to the applicants by the *Service des autorisations commerciales*.

I. Quota for which import licence applications may be made only by the *Groupement national interprofessionnel des semences, graines et plantes*.

Quota No.	Description	Tariff Nos.
4	Hot house and greenhouse plants	06.02 C II b 2

II. Quota for which import licence applications on form A.C. and accompanied by a *pro-forma* invoice must reach the *Direction des relations economiques exterieures, service des autorisations commerciales* (*importations*), 8, *rue de la Tour-des-Dames, Paris, 9e*, by 11.30 a.m. on February 26, when they will be examined simultaneously by the competent authorities.

Quota No.	Description	Tariff Nos.
19	Animal feeding stuffs with a basis of whale protein, and pet foods	23.07 ex B

III. Applications for import licences on form A.C. and accompanied by a *pro-forma* invoice may be submitted to the *Direction des relations economiques exterieures, service des autorisations commerciales* (*importations*), address as in II above, where they will be examined as and when they are received, in respect of the following quotas:

Quota Nos.	Description	Tariff Nos.
5	Cut flowers	Ex 06.03
6 bis	Potato flakes	11.05 ex B
7	Products of the food industry	Ex 15.07, ex 16.04, 17.02 F, 19.03, 20.01, ex 20.02, ex 20.06, ex 21.07
12	Cakes and similar products	19.08 Pex II
21	Oil additives	38.14 B I a
37	Assemblies constituting components of radio-electric apparatus	85.15 C II ex a
42	Light aircraft	ex 88.02
43	Light boats and replacement parts	89.01 B ex I
53	Miscellaneous (1)	Various

(1) Credits allocated to this quota are reserved for quota goods necessary for the French economy, but not covered elsewhere in the agreement nor falling within global quotas. Licences will be granted upon recommendation of the Technical Ministry and with the approval of the *Direction des relations economiques exterieures*.

IV. Applications for import licences in respect of the following products, the quotas for which are administered in Britain, may be submitted to the *Direction des relations economiques exterieures, service des autorisations commerciales* (*importations*), 8, *rue de la Tour-des-Dames, Paris, 9e*, as from February 10, where they will be examined as and when they are received.

Applications must bear in block letters the words 'IMPORTS FROM GREAT BRITAIN, QUOTA NO.0000' and must be accompanied by a *pro-forma* invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are given below:

Quota No.	Description	Tariff Nos.
6	Cereal breakfast foods – Ministry of Agriculture, Fisheries and Food, Home Grown Cereals Division; Association of Cereal Food Manufacturers' Ltd.; The Scottish Oatmeal Millers' Association . .	19.05
9	Confectionery – Board of Trade, Commercial Relations and Exports Department	17.04 A, C I, C II, 18.06
11	Biscuits, rusks and dietary breads – The Cake and Biscuit Alliance Ltd.	19.07, 19.08 ex A
13	Christmas puddings – Food Manufacturers' Federation .	19.08 B ex II
14	Mincemeat and lemon curd – Food Manufacturers' Federation	Ex 20.04, ex 20.05, ex 20.06
15	Jams and marmalades – Food Manufacturers' Federation	ex 20.05
15 bis	Bitter orange marmalade – Food Manufacturers' Federation	ex 20.05
16	Fruit juices – Food Manufacturers' Federation . .	20.07 A, ex B
17	Fuit and other essences – Essence Export Group . .	Ex 21.01, ex 21.02, ex 21.07
18	Rum – Rum Importers Association of Great Britain .	22.09 C ex I

The import conditions applicable to the above quotas are those set out in a notice to importers published in the French *Journal Officiel* of January 26, 1963, details of which are as follows:

Importers of the non-liberalized agricultural products and alimentary products in the following list, must furnish *three* copies of a *pro-forma* invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter and must be in French, or have a French translation attached:

Tariff No.	Description
07.02	Frozen vegetables.
07.04	Dried, dehydrated or evaporated vegetables.
08.07 E	Fresh stone fruit other than apricots, peaches, nectarines, cherries and plums.
08.10	Frozen fruit, not containing added sugar.
08.11	Fruit preserved in brine or sulphur.
08.12	Dried fruit.
Ex 09.01	Roasted coffee and substitutes containing coffee.
11.05 B	Flour, meal and flakes of potato.
13.03 B I & II	Dry pectins, extracts and juices of pectins.
16.01 16.02	Preserved or prepared meats.
17.04	Sugar confectionery not containing cocoa.
18.06	Chocolate and other food preparations containing cocoa.
19.03	Alimentary pastes.
19.07 C II	Toasted rusks, pretzels and dietary breads.
19.08	Pastry, biscuits, cakes and other fine bakers' wares.
20.01 to 20.06	Preserved or prepared vegetables and fruit.
20.07	Fruit juices.
21.02 A	Extracts or essences of coffee.
21.07	Food preparations not elsewhere specified or included.
23.07	Animal feeding stuffs.

The following indications in French must be detailed on all *pro-forma* invoices:

For all products:

The exact description of the products, including the actual names under which they are sold.

For pectins, extracts and juices of pectins:

The degree of concentration and the nature of the pectin.

For products falling under tariff headings 16.01, 16.02, 17.04, 18.06, 19.03, 19.07 C II, 19.08, 21.07 C, 23.07:

A complete percentage analysis of the composition of the products to be imported is required and this must give an exhaustive list of all the components.

Where colouring materials are used, the exact nature of the materials used must be stated, with reference to the Index or to Schultz. The same requirement applies to any chemical materials used. It must be stated whether any flavourings used are natural or artificial.

Where the imported products are of a heterogenous nature (e.g., chocolate confectionery), the analysis must show separately the composition of the coverings and the centres.

For roasted coffees, substitutes containing coffee and coffee extracts or essences:

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

The origin, commercial type and grade of the green coffee used must be stated.

The products must be of a quality at least equal to that of a product obtained from the lowest quality green coffee imported into France, i.e., Robusta coffee of a grade at least the equivalent of Ivory Coast *courant* type, or Arabica coffee of a grade at least the equivalent of Brazil coffee New York type 6.

For alimentary pastes:

The types of pastes to be imported (ordinary quality, superior quality, pastes containing eggs). Details of the technical, analytical and processing standards for alimentary pastes may be obtained from *l'Office national interprofessionnel des cereales, service technique*, 21, *avenue Bosquet, Paris* (7e).

For fruit juices:

Importers must produce at the time of their application for an import licence, a certificate from their suppliers to the effect that the products conform to French legislation and, in particular, are not the result of a dilution of a concentrate and a juice.

It is stressed that invoices, detailed as above, must be submitted in French or accompanied by a French translation. Failure to do so may result in the rejection of the import licence application.

The full French text of the above notice and the regulations of January 26, 1963, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

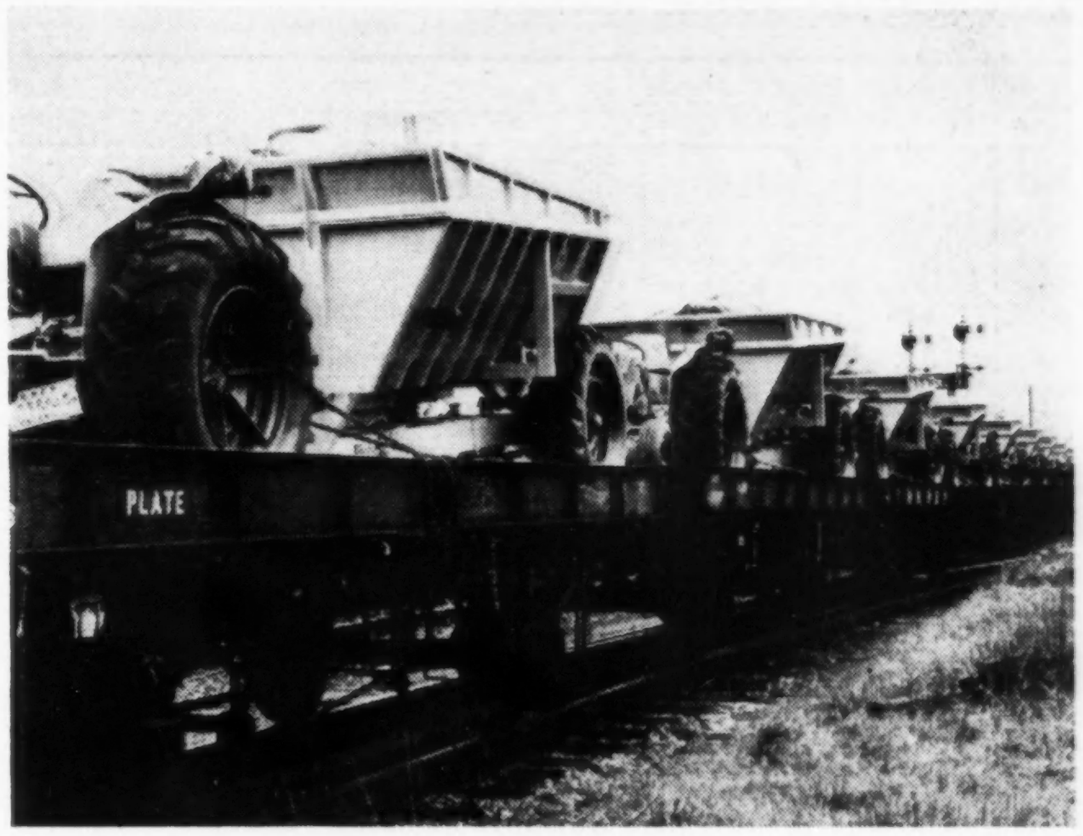
ISRAEL

Liberalization of imports

THE FOLLOWING items have been added to the list of goods for which Israeli import licences are issued without restrictions. Imports of all these items were liberalized with effect from December 31, 1964.

Tariff Ref. No.	Description	Import Duty (*ad valoren* C.I.F.)	Purchase Tax
40.06(b)(9)	Rubber strips (camel back) used for re-treading tyres.	60% but not less than I£1.10 per kilo.	Exempt
40.08(i), 59.11(i)	Rubber sheets and rubberized textiles fabrics	60%	25%
47.02	Waste paper and paperboard	5%	Exempt
60.05(a)(1), 60.06(c)(1)(c), 61.01(i)(1), 61.02(a), 61.03(a)	Bathing costumes	I£20 per unit	15%
66.01	Umbrellas	100% +I£3.00 per unit	35%
68.06	Abrasive materials of woven fabrics, of paper or of paperboard.	100%	Exempt
73.24 (b)	Compressed gas cylinders and similar pressure containers of iron or steel of a capacity not exceeding 500 litres, excluding cylinders of outside diameter not exceeding 25 c.c. and a length exceeding 100 c.c.	35%	Exempt
73.26	Barbed iron or steel wire	35% +I£0.16 per kilo	Exempt
73.32(i)	Steel screws, nuts, and nails	60%	10%
73.40(e), 73.40(i)(9)	Counter weights of cast or forged iron	45%	Exempt
73.40(e)	Base plates of cast iron	45%	Exempt
73.40(c)(3)	Metallurgical pots and crucibles of cast iron not fitted with mechanical or thermal equipment.	25%	Exempt
73.40(f)	Boxes, cases and covers of cast iron used to protect electrical installations	60%	Exempt
73.40(g), 74.19(i)(2), 76.16(i)(4), 82.05(a)(6)(i), 82.05(a)(9), 84.43(c), 84.60(i)	Punches and moulds excluding moulds for tyres.	25%	Exempt
82.05(h)(i)	Tools for earth work	30%	Exempt
84.56(b)(i)	Concrete mixers	45%	Exempt
84.56(i)(1)(a)	Machinery for agglomerating, moulding or shaping unhardened cement.	35%	Exempt
85.15(e)(3)	Domestic radios	see below	35%
	(a) containing not more than 5 valves	100% but not less than I£75 per unit	—
	(i) Other	100% but not less than I£135 per unit	—
87.13(i)	Perambulators	45%	Exempt
98.08(i)(9)	Ribbons for typewriters	120%	15%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).



Steelfab Ltd., of Cardiff, have despatched 12 *Shawnee-Poole rear dump units, worth nearly* £40,000, *to Jeddah, Saudi Arabia. The firm already export* 40 *per cent of their production and are planning to increase this to at least* 50 *per cent.*

ALGERIA

Semi-state buying organizations

THE *Board of Trade Journal* of December 25, 1964, page 1387 referred to the setting up of joint Government-private trade buying groups which have been given a monopoly of imports.

The Algerian *Journal Officiel* of December 29 announced the establishment of the *Groupement Professionel d'Achat des Textiles* (GITEXAL) and that of December 31 the *Groupement d'Achat des Industries Textiles* (GADIT). These two groups will have a monopoly of imports of textile fabrics of tariff numbers 51-04B, 55-07 to 55-09 and 56-07; GITEXAL is responsible for purchases for the private sector and GADIT for the industrial sector. The address of GITEXAL is 5 Passage Calmels, Boulevard Mohamed V, Algiers and GADIT c/o Chamber of Commerce, Palais Consulaire, rue Anatole France, Place des Martyrs, Algiers.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF NIGER

Global import quotas

THE Global Quotas for 1965 were published in the *Niger Chamber of Commerce Bulletin* on January 18. Details are set out below, the quotas being given in thousands of French francs:

Quota No.	Tariff No.	Description	Quota
1	04-02 to 04-04.	Dairy products	10
2	10-02 to 10-07.	Cereals other than wheat.	70
3	22-03.	Beer	—
4	22-05, 22-06, 22-08 and 09, 22-01, 02, 04, 07, 10.	Wine, ordinary, dessert and sparkling, vermouths, alcohols and liqueurs, waters, ice, grape must, cider and vinegar.	1,100
5	Ch. 17 except 17-01, Ch. 18 and 19.	Sugars and sugar confectionery, cocoa and cocoa preparations, preparations of cereals, flour or starch	10
6	09-02, Ch. 16, 20 and 21.	Tea, preparations of meat, of vegetables, and miscellaneous edible preparations	1,000
7	24-01 and 24-02.	Tobacco, manufactured and unmanufactured	200
8	25-01 and 25-23.	Common salt, hydraulic cements	50
9	Ch. 25 except 25-01, 25-23 Ch. 26, 27-01, 27-03, 27-04, 27-05 to 08, 27-17. Ch. 73 except 73-38. Ch. 74 to 81.	Sulphur, earths and stone, metallic ores, coal, lignite, coke, peat, products of the	

(*Continued on next page*)

REPUBLIC OF NIGER, *continued*

Quota No.	Tariff No.	Description	Quota
		distillation of combustible minerals, electric current, iron, cast-iron and steel with the exception of articles commonly used for domestic purposes, non-ferrous metals	170
10	27-09 to 27-10, 27-11 to 27-16.	Petroleum, petroleum gases, jelly, paraffin wax	11,000
11	Ch. 30, 32-05, 38-11.	Pharmaceutical products, synthetic organic dyestuffs, insecticides	20
12	Ch. 39.	Plastic materials	700
13	Ch. 40 except 40-11.	Natural rubber	10
14	Ch. 28, 29, 31, 34, 35. Ch. 37 except 37-04 to 07. Ch. 38 except 38-11.	Organic and inorganic chemicals, fertilizers, soaps, waxes, albuminoidal substances, glues, photographic and cinematographic goods, miscellaneous chemical products.	55
15	Ex 55-09. ex 56-07.	Printed cotton fabrics, printed fibrane fabrics, other printed discontinuous synthetic or artificial fabrics	2,800
16	55-07 to 09, 56-07, ex 62-01.	Cotton fabrics and synthetic or artificial fabrics, discontinuous, not printed: blankets other than electrical heating blankets	12,000
17	57-00, ex 62-03.	Jute fabrics, sacks and bags of jute fabrics, new and second-hand, for the packing of goods	1,880
18	Ch. 60, Ch. 61, Ch. 63.	Knitted and crocheted goods, clothing and accessories, old clothing and rags	110
19	73-38, Ch. 82, Ch. 83 except ex 83-07.	Domestic hardware, tools, cutlery, miscellaneous articles of base metal except hurricane lamps.	315
20	Ex 84-12 and 13, ex 84-15 and 17, 84-51, 52, 54, ex 55 and ex 90-10, ex 84-17 to 22, ex 84-28, 30, 32, 37, 38 to 61, 85-06, 07, 10 and 12, ex 85-15, ex 85-15-01-02-03-04, 05-08, 09, 11, 14, 17 to 28, 90-01 to 10 except ex 90-07, ex 90-13, 14, 16, 17, 21, 23, 24 to 29. Ch. 91, Ch. 93 except 93-01, 02, 03, 07.	Material for domestic refrigeration, air-conditioning and heating; typewriters, accounting machines, cash registers, duplicators, photocopying apparatus, electrical kitchen apparatus, radios for domestic use, photographic and cinematographic apparatus, other optical and precision instruments and apparatus, clocks, watches; arms and ammunition with the exception of those designed for armed forces	1,100
21	84-01 to 06, 84-09, 22, 23, ex 84-56, 59, 87-07, 84-24 to 30. Ch. 84 (with exceptions elsewhere), Ch. 90.	Steam generators, motors, materials for public works, mines, maintenance and lifting; machines for agriculture and food industries; other non-electric machines and apparatus; electric machines and apparatus; scientific, optical, measuring, testing, precision, medical and surgical instruments and apparatus	5,000
22	Ex 87-02, 04, 05, 06, ex 87-14, 87-09, 10 and 12.	Motor vehicles for the transport of persons, goods or materials, trailers, motor-cycles and cycles, and spare parts for all these categories	4,000
23	Ex 87-01 and 06.	Tractors, caterpillar or wheeled, and spare parts	—
24	44-14 to 18, 48-01 to 21, Ch. 59 except 59.05, Ch. 64, 65, 66, 68, 69, 70, 92, 96, 97, 98 and 99.	Veneer sheets, plywood, wood panels, 'improved' wood; paper and paperboard in rolls or sheets, or cut to size or shape, articles of paper, paperboard; wadding and felt, not made-up fishing nets footwear, headgear, umbrellas, articles of stone, ceramic products, glass and glassware, musical instruments, brushware, toys, games, miscellaneous manufactured articles, works of art, antiques	400

Notes. Quota No. 15 Special ceiling for non-franc zone countries, 4 million French francs.
" " 16 French non-printed textiles, minimum of 800 metric tons.
" " 17 French jute sacks, minimum of 300,000 units.
" " 20 French domestic refrigerators (except oil-refrigerators), air-conditioners and radios, minimum of 60 per cent of total imports.
" " 22 Private cars, special ceiling for non-franc zone countries, 150 units.

The French text of this announcement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Operated by Zanen of Germiston, the latest Scammell Contractor to go into service is a 15 ft. 5 in. wheelbase machine with Cummins NH.250 diesel engine and six speed manual gearbox with two speed transposing box. The Contractor was shipped to South Africa CKD assembled and equipped with fifth wheel coupling gear by Leyland Albion Africa. It will be used for hauling general purpose semi-trailers.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by March 1.

District of Manica and Sofala

Deuchee Naran, Mooljeebhai Patel or Narharidas Mooljeebhai Patel.

District of Zambezia

Mangalabhai Popatlal, Girdherdas Valabdas Tana, Chadulal Manilal.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

GHANA

Sales Tax

THE SALES TAX ACT, 1965, was announced recently in the Ghana Budget of 1965. This Act, which takes effect from January 21, 1965, imposes a tax of 10 per cent of the sale price on any wholesale transaction. Transfers between wholesale depôts within the same company will not attract tax, but when goods are transferred within the same company from a wholesale to a retail department, tax will be applicable.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Hints to businessmen visiting South Africa

A REVISED edition of the booklet on South Africa has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of this issue.

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE Tariff (Amendment) Notice of Motion 1965 (No. 1), published as Rhodesia Government Notice No. 85 of February 5, amends the customs tariff as follows:

PART II
(Britain pays the Column D rate of Duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
129	Motor vehicles and trailers therefor:				
	(b) other: (than passenger)				
	By the repeal of sub-paragraph (i) of paragraph (b) and by the substitution of:				
	(i) Lorries and vans, n.e.e.				
	(A) of a domestic value or a free on board cost not exceeding £475:				
	(I) Imported or taken out of bond without an accumulator battery and with not more than four tyres (with or without tubes). . *ad val.*	25%	15%	15%	10%
	(II) Other . . . *ad val.*	27½%	17½%	17½%	12½%
	(B) Other . . . *ad val.*	20%	10%	10%	5%
	By the repeal of paragraph (e) and by the substitution of:				
	(c) Component parts and materials imported for use in the manufacture of moto. vehicles described in sub-paragraph (i) or (ii) of paragraph (a) of this item (excluding motor caravans), panel vans and mono-built pick-up vehicles falling within Sub-paragraph (i) of paragraph (b) of this item, in such form and such conditions as the Controller may approve . . . . *ad val*	25%	15%	5%	5%
	Note				
	The vehicles covered by sub-paragraph (i) and (ii) of paragraph (a) are passenger motor cars, including coupe-imps, station-wagons, safari vans, and general purpose venhicles.				
139	Refrigerators, refrigerating equipment and refrigerants:				
	(c) Refrigerating units, namely: self-contained absorption units, sealed units or single unit meter compressors, whether or not with a condenser on a common base; motors with compressors or condensers or with compressors and condensers on a common base; with or without evaporator, but not including self-contained air conditioning or air cooling machines:				
	By the repeal of sub-paragraph (i) of paragraph (c) and by the substitution of:				
	(i) Incorporating a motor of ¼ horse power or more *ad val.*	10%	5%	Free	Free
259	(2) Rubber manufactures, n.e.e.				
	By the repeal of paragraph (b) of sub-item (2) and the substitution of:				
	(b) Knee guards, shin guards, combined knee and shin guards, shoulder protectors, wrist straps, forearm sleeve protectors, combined forearm and hand protectors with open palms, buttock protectors: principally or wholly of rubber: of a kind used by industrial workers . . . . *ad val*	10%	5%	Free	Free
	(c) Other . . . . *ad val.*	30%	22½%	20%	10%
273	Plywood, blockboard, chipboard, veneers, pulpboard, hardboard and all similar building boards:				
	By the repeal of paragraphs (a), (b) and (c) and by the substitution of:				
	(a) Plywood:				
	(i) of a domestic value or a free on board cost not exceeding £2 5s. per cubic foot; not being asbestos, metal or plastic faced . . *ad val.*	35%	25%	25%	20%
	(ii) Other . . . *ad val.*	20%	10%	10%	5%
	(b) Blockboard, lumberboard, laminboard and battenboard:				
	(i) of a domestic value or a free on board cost not exceeding £1 10s. per cubic foot; not being metal or plastic faced . . *ad val.*	35%	25%	25%	20%
	(ii) Other . . . *ad val.*	20%	10%	10%	5%
	(c) Chipboard:				
	(i) Veneered of a domestic value or a free on board cost not exceeding £1 4s. per cubic foot; not being metal or plastic faced *ad val.*	35%	25%	25%	20%
	(ii) Unveneered, of a domestic value or a free on board cost not exceeding 18s. per cubic foot; not being metal or plastic faced. *ad val.*	35%	25%	25%	20%
	(iii) Other . . . *ad val.*	10%	5%	5	Free

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1965 (No. 12), published as Rhodesia Government Notice No. 84 of February 5, amend the First Schedule to the Customs and Excise (Suspension) Regulations 1964, to the folowing extent:

Item	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	(1) By the repeal of the following item:				
Ex259(2)(b)	Knee guards, shin guards, combined knee and shin guards, shoulder protectors, wrist straps, forearm sleeve protectors, combined forearm and hand protectors with open palms, buttock protectors: principally or wholly of rubber: of a kind used by industrial workers . *ad val.*	10%	5%	Free	Free
	(2) By the insertion of the following items:				
Ex 78(a)	Paper twine with a circular cross-section and a diameter of not less than ·13 inch and not more than ·17 inch *ad val.*	30%	20%	Free	Free
Ex 320(2)	Goggles fitted with headbands, excluding goggles fitted with temples or side arms . . *ad val.*	10%	Free	Free	Free

TANZANIA

Customs tariff amendments

UNDER THE TANZANIA CUSTOMS TARIFF (Imposition of Suspended Duty) (Steel Bars, Flats and Angles) Order, 1965, with effect from January 30, the suspended duty of 17½ per cent on the following items is now imposed:

Tariff Item No.
58(n)
Mild steel strips, bars, rods and angles, excluding steel sections imported for manufacture of windows and doors:
(ii) Bars of square cross section of thickness of ¼in. to 1¼in.
(iii) Angles of side width from 1in. x 1in. to 2¼in. x 2¼in.
(iv) Flats or strips of width ½in. to 4½in. and not exceeding ½in. in thickness.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Import licensing arrangements

GENERAL NOTICE No. 361, published in the United Republic of Tanzania *Official Gazette*, dated February 5, 1965, adds, with effect from January 27, the following item to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 6 – Manufactured goods classified chiefly by material.
Division 65 – Textile yarn, fabrics, made-up articles and related products.
655 6 5 Fishing nets and netting only (not fishing lines).

Double taxation relief between United Kingdom and Rhodesia

AN AGREEMENT between the United Kingdom and Rhodesia, which provides that the Agreement with the former Federation of Rhodesia and Nyasaland for the avoidance of double taxation shall, with the necessary adaptations, continue in force in relation to Southern Rhodesia, has now been published as Order in Council numbered S.I. 1965 No. 142.

MALAYSIA (THE STATES OF MALAYA)

Pioneer industries ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industry and products have been declared a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Preparation and preserving of meat (other than canning).	(1) Prepared chicken, fresh, chilled and frozen. (2) Inedible offal for technical uses.

The proposal to designate these products was announced in the *Board of Trade Journal* of December 25, 1964, page 1384.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

MALAYSIA (SINGAPORE)

Import control

THE BOARD OF TRADE have received a copy of Notice to Singapore Importers No. 209, which states that with effect from February 1, 1965, the importation of Plastic/PVC Insulated Electric Cables, Tariff code 723 105 from any country (including the Malaysian Territories) must be covered by specific import licences approved by the Imports and Exports Control and Registration Department.

A notification published in the Singapore *Government Gazette* Extraordinary of February 1, 1965, amends the Open General Import Licence No. 1 of 1961 by placing the said goods on a specific import licensing basis.

Specific import licences are now required for these goods imported by sea, air, road or rail, and they will be restricted by import quotas.

Application for import quotas must be supported by documentary evidence of imports for the period January/September 1964. The duplicate (customs) copy of relevant inward declarations for the said period will serve as proof of imports. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Import quotas will be restricted to 45 per cent of an importer's proved imports for the said period and will be issued at intervals of 3 months commencing February 1, 1965.

Letters of credit for the said goods must not be established and orders for such goods must not be placed with suppliers, unless an appropriate import licence is first obtained from the department authorizing the importation of the goods.

Existing import licences for these goods are hereby revoked unless the licences are covered by letters of credit established before February 1, 1965.

Import licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

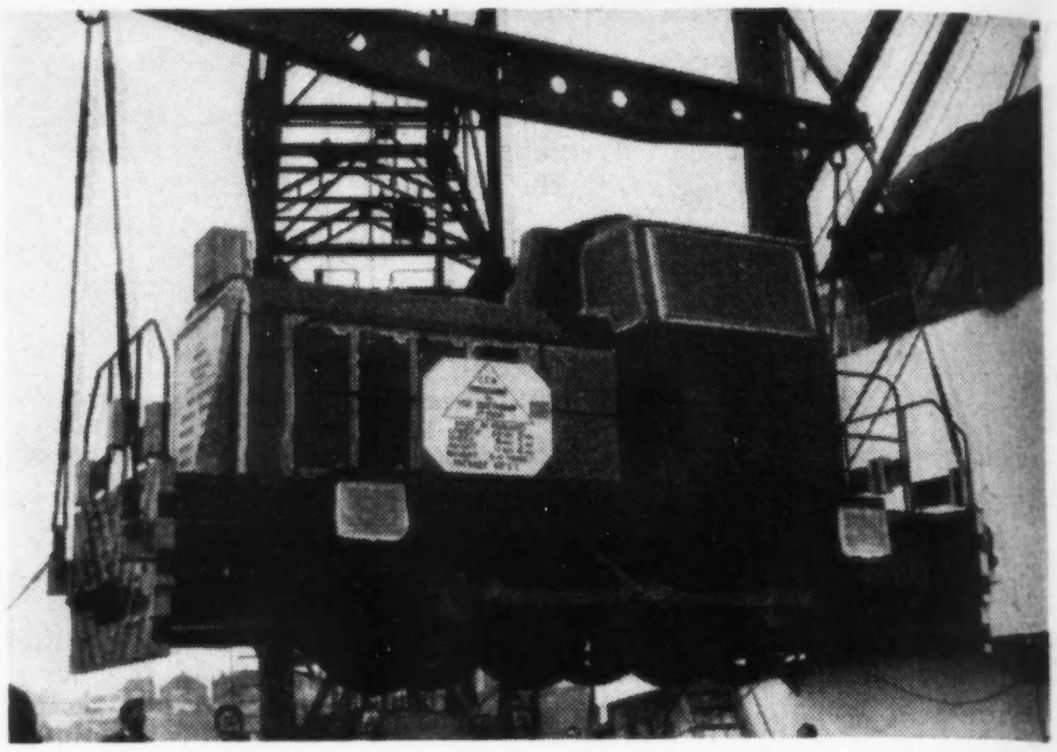
1. The goods, pending re-export, shall be stored in the godowns of the Port of Singapore authority; and
2. The goods shall be re-exported within the period specified in the import licence.

Importers who have already established irrevocable letters of credit in respect of the said goods should have produced to the department within seven days of this notice, documentary evidence of the establishment of such letters of credit.

SOUTH VIETNAM

Imports of motor-cycle parts

IT IS REPORTED that the Minister of National Economy in the Government of The Republic of South Vietnam will release certain Government-owned foreign exchange reserves for imports of motor-cycle parts during the first half of 1965. Twelve motor-cycle assembly plants in Saigon will receive the exchange.



Built by Hudswell Clarke and Co. Ltd., of Leeds, this 250 h.p. diesel hydraulic shunting locomotive, weighing 34 tons, was recently shipped by Lep Transport to Malaysia. It is for use in connection with a new fertilizer plant being built by Chemical Construction (GB) Ltd. at Padang Jawa near Kuala Lumpur. Shipment was effected from Liverpool in the Blue Funnel line's vessel 'Memnon' to Port Swettenham.

INDONESIA

State trading enterprises

FURTHER INFORMATION has now been received about the newly formed Indonesian State trading enterprises known as Niagas (first details were published in the *Board of Trade Journal* of October 9, 1964, page 828). The Niagas have been created from the former import and export concerns, the nine Bhaktis. The following list gives the names, addresses and composition of the new bodies:

PN Aduma Niaga – Kali Besar Timur 9 Djakarta
Import and distribution departments of:
PN Budi Bhakti
PN Fadjar Bhakti
PN Marga Bhakti
PN Tulus Bhakti
PN Sinar Bhakti

PN Aneka Niaga – Kali Besar Timur IV/1 Djakarta
Import and distribution departments of:
PN Aneka Bhakti
PN Tri Bhakti
PN Sedjati Bhakti
PN Djaja Bhakti

PN Pembangunan Niaga – Dj. Hajam Wuruk 127 Djakarta
Technical import and construction departments of:
PN Tulus Bhakti
PN Djaja Bhakti
PN Fadjar Bhakti
PN Aneka Bhakti

PN Darma Niaga – Dj. Tanah Abang Barat 6 – 10 Djakarta
Technical import and construction departments of:
PN Sinar Bhakti
PN Tri Bhakti
PN Budi Bhakti
PN Marga Bhakti
PN Sedjati Bhakti

PN Pantja Niaga – Dj. Kramat Raya 94 – 96 Djakarta
Export departments of:
PN Tri Bhakti
PN Sinar Bhakti
PN Tulus Bhakti
PN Sedjati Bhakti
PN Aneka Bhakti

PN Satya Niaga – Kali Beser Barat 11 Djakarta
Export departments of:
PN Fadjar Bhakti
PN Budi Bhakti
PN Marga Bhakti
PN Djaja Bhakti

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2226), quoting reference CRE 15304/64.

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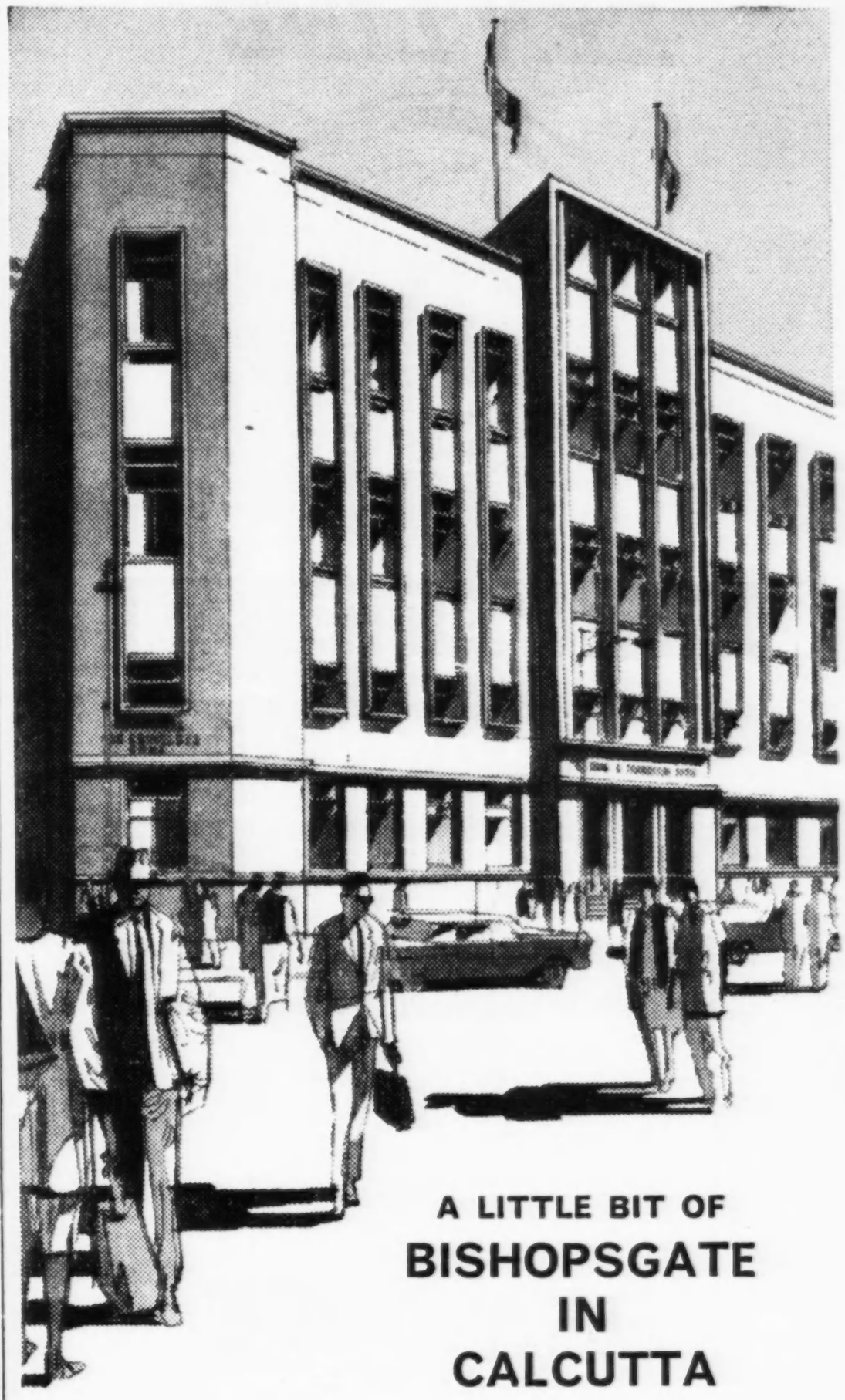

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AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **glass grains (Ballontini)** (Tariff Item 243 (A)).

This reference has been made as a result of representations by local manufacturers.

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
243	(A) Glass, n.e.i. . . *ad val.*	12½%	27½%	27½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than March 5.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1827/65.

NEW ZEALAND

Import licensing schedule

A SUMMARY of the 1964/65 New Zealand Import Licensing Schedule was given in the *Board of Trade Journal*, May 8, 1964, page 1033. The New Zealand Customs Department has now announced further amendments to this Schedule. These amendments together with the original Schedule are now available for inspection at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel: City 5757, Ext. 469). The main changes are as follows:—

1. **Item code 57.05 Cartridges, etc.**
   An administrative basic allocation of 75 per cent of imports under 1963/64 licences (same goods) is provided for Norma ·308 cartridges under Item Code 57.05.
2. **Adding and Accounting machines Ex Item Code 71.26**
   (a) Consideration will be given to applications from normal and regular importers for licences to import a limited range of decimal currency machines of types not available in New Zealand. Licences will be allowed on a 'sample' basis only, to be used for demonstration and evaluation purposes only in relation to the changeover from sterling to decimal currency.

CANADA

Motor Vehicles Tariff Order 1965 and Tariff Regulations

THE BOARD OF TRADE has now received copies of Canadian Orders in Council 1965-99, 'Motor Vehicles Tariff Order 1965' and 1965-100, 'Regulations respecting the entry of Motor Vehicles under the Motor Vehicles Tariff Order 1965', to bring the United States/Canada motor vehicle agreement into effect in Canada from January 18.

Inquiries concerning this notice may be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2629). Copies of Canadian Department of National Revenue Memorandum D49-30 containing the text of the above Orders in Council and a note on their administration are available at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Vertical band knife machines (bandsaws), designed for cutting foamed plastic, foam rubber and other similar materials.
(Ruling effective March 5, 1965).

Image orthicon monochrome television cameras, for black and white transmission, and used for broadcast and closed circuit applications.
(Ruling effective May 19, 1964).

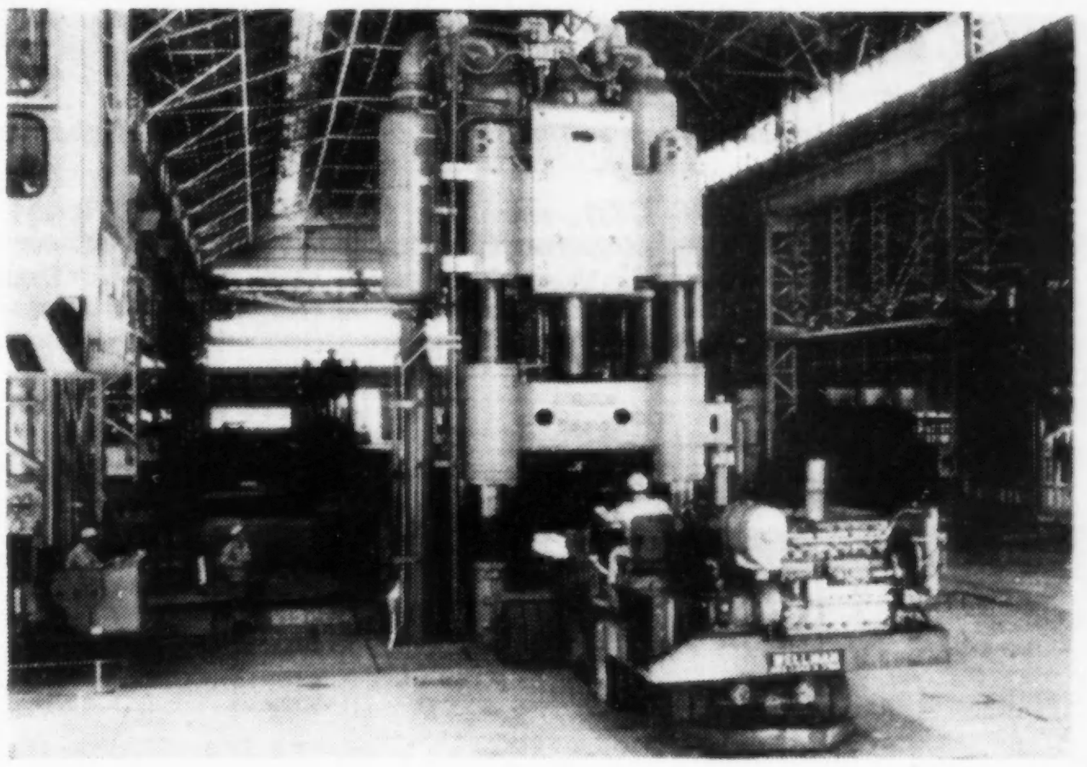
Note:
The 'made in Canada' ruling of May 19, 1964, is cancelled in so far as it concerns other image orthicon television cameras.

Automatic scales incorporating electric load sensors, such as are used with belt conveyors.

Tert-Butyl Hydroperoxide

Tert-Butyl Perbenzoate.
(Rulings effective March 8, 1965).

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-10-2, D51-24-1, dated February 2, 1965, and D51-13-1, D51-33-1, dated February 3, 1965.



The hydraulic forging press at Hitachi Metal Industries of Japan which incorporates electronic control equipment supplied by Lancashire Dynamo Electronic Products, of Rugely, Staffs. Similar equipment is to be installed at the National Forge Company, of Irvine, Pennsylvania.

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the deletion of item 70 and the substitution therefor of:

70. Vegetables, fresh as follows:—Sweet pepper, tomatoes, beetroots, cabbages, pumpkin, carrots, cucumber and turnips.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

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VENEZUELA

Customs tariff and import control

HM EMBASSY in Caracas report that, in accordance with Resolution No. 286 issued by the Venezuelan Ministries of Finance and Development and published in the *Official Gazette* on, and effective from, January 22, 1965, import licensing requirements and changes in Customs tariffs affecting certain vegetables have been introduced following the recent abolition of subsidy payments on these items.

Under the Resolution, the Customs tariff definitions for beans, kidney beans and peas are modified as follows:—

Tariff No.	Description	Duty
054-02-01	Kidney beans and beans	Bs. 0.05
054-02-02-4	Peas	Bs. 0.15

Import licences referred to in the Resolution for the importation of kidney beans and beans (except black beans) covered by Consular Invoices endorsed on or before the date of the publication of this Resolution are exempt from these requirements.

CHILE

Reduction of customs duties

IT HAS BEEN reported by HM Embassy in Santiago that, by Decree No. 5460 of the Ministry of Finance, the customs duties on propyl and butyl alcohol (Tariff item No. 736) were reduced to $0·05 gold per legal kilogram and the *ad valorem* tax to 3 per cent. These reductions are valid until December 31, 1965.

In the *Board of Trade Journal* of October 16, 1964, it was reported that the duty on urea for industrial use was only (item No. 944), with a nitrogen content of over 45 per cent of its dry weight, was reduced to $0·14 gold per nett kilogram. The period of validity of this reduction has been extended to June 30, 1965.

Air parcel service to Ecuador

THE General Post Office announce that parcels may now be sent by air to Ecuador. The air parcel postage rate is 8s. 3d. for each ½lb. Full details may be obtained at any post office.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	8 Jan. 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	11 Dec. 1964
– final (Q)	22 Jan. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	29 Jan. 1965
Catering trades turnover (M)	This week
Chemical industries production (6-M)	30 Oct. 1964
Companies:	
Income and finance (Q)	6 Nov. 1964
New companies registered (M)	29 Jan. 1965
Property companies (A)	6 Nov. 1964
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Jan. 1965
Production, exports and orders (M)	29 Jan. 1965
Film industry:	
British film fund agency returns (M)	29 Jan. 1965
Cinema admissions and takings (M)	12 Feb. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	30 Oct. 1964
Sterling area trade summary (Q)	12 Feb. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	This week
Foreign trade of the U.K.:	
Trade by air (6-M)	13 Nov. 1964
Unit value and volume index nos. (M)	12 Feb 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	12 Feb. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Nov. 1964
Business (M)	12 Feb. 1965
Industrial building:	
Provisional figures (Q)	29 Jan. 1965
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	29 Jan. 1965
N. Ireland index (M)	29 Jan. 1965
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	18 Dec. 1964
Investments and earnings overseas (6-M)	7 Aug. 1964
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	27 Nov. 1964
Retail prices index (M)	29 Jan. 1965
Retail trade:	
Index nos. (M)	12 Feb. 1965
N. Ireland index (M)	5 Feb. 1965
Shipping movement at UK ports (Q)	1 Jan. 1965
Stocks:	
Manufacturers and distributors (Q)	22 Jan. 1965
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Man-made fibres production (M)	5 Feb. 1965
Wholesale houses sales (M)	This week
Wool and cotton output (M)	This week
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	29 Jan. 1965
Wholesale prices:	
Average prices of selected commodities (A)	This week
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organization	This week
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	5 Feb. 1965
British Commercial Representatives Overseas	This week
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	22 Jan. 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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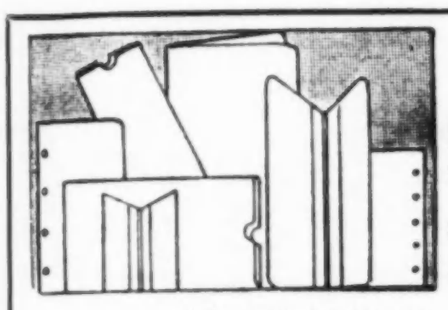

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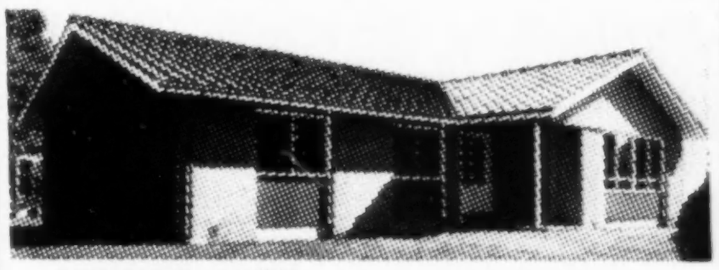

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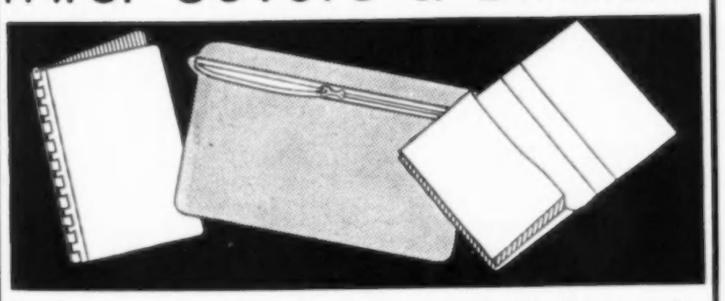

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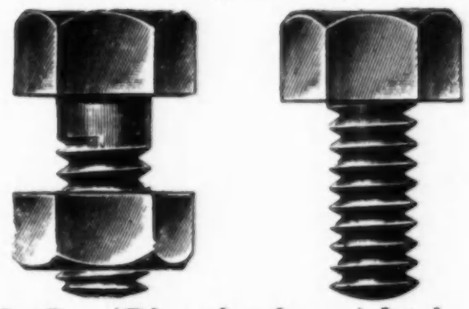

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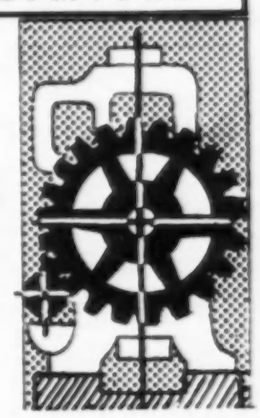

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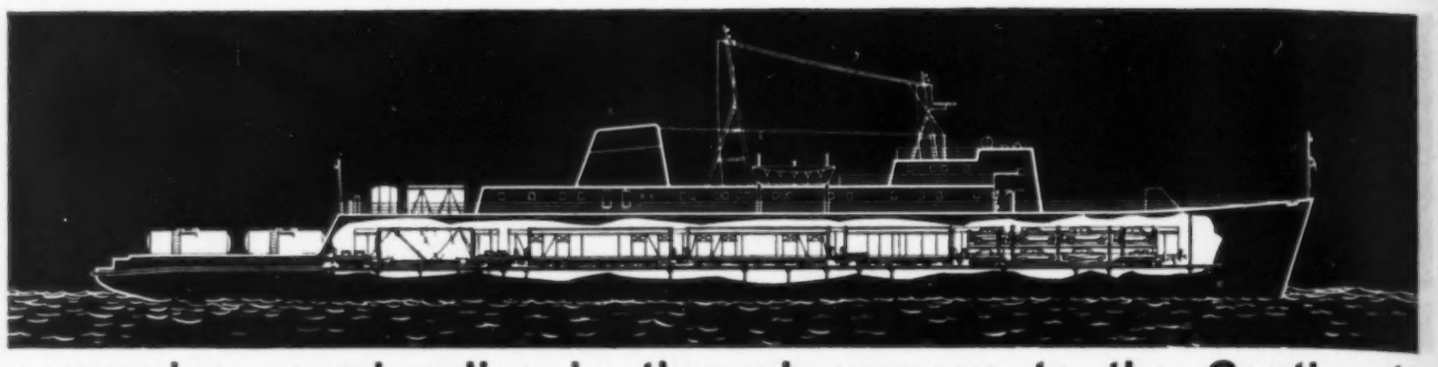

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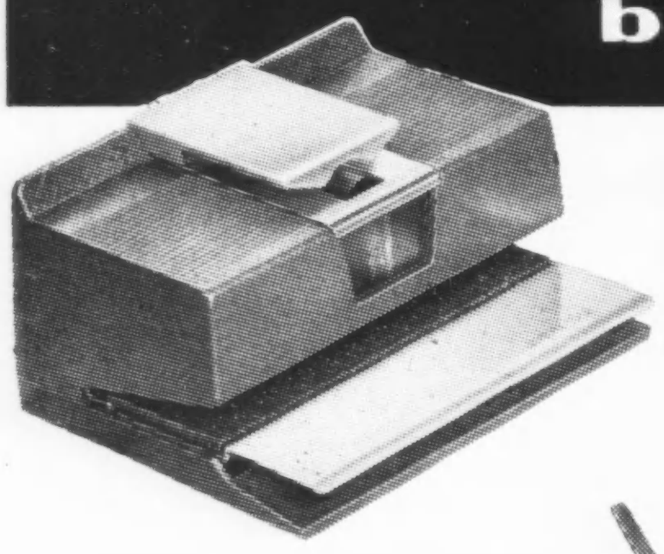

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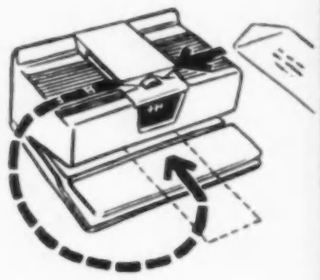

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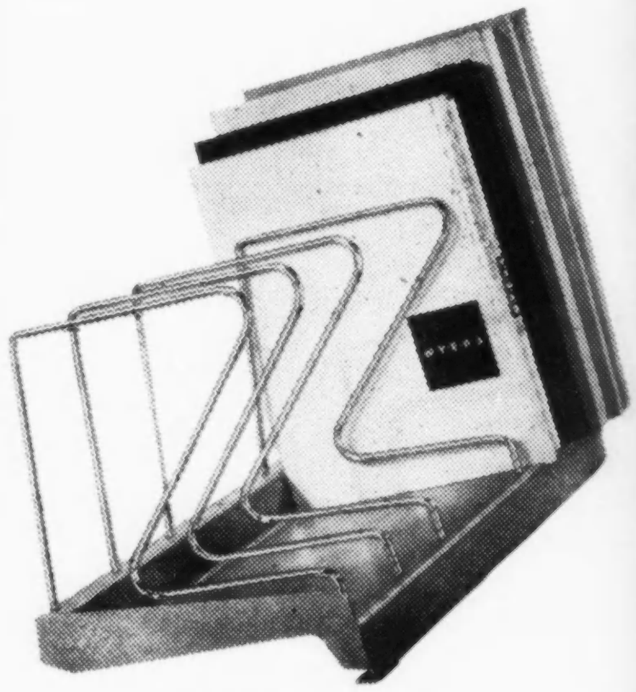

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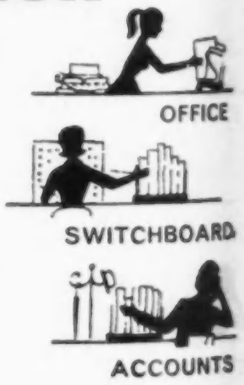

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